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LOUISIANA USED MOTOR VEHICLE COMMISSION
STATE OF LOUISIANA

REGULAR MEETING
JULY 16, 2018
BEGINNING AT 9:30 A.M.

3132 VALLEY CREEK
BATON ROUGE, LOUISIANA

REPORTED BY:
BETTY D. GLISSMAN, CCR

1 APPEARANCES:

2

3 CHAIRMAN:

4 MR. JOHN POTEET

5

6 COMMISSIONERS PRESENT:

7 MR. TONY CORMIER

8 MR. RICKY DONNELL

9 MR. GEORGE FLOYD

10 MR. STEPHEN OLAVE

11 MR. HENRY "DARTY" SMITH

12 MR. RICHARD WATTS

13

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15

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17 REPRESENTING THE LOUISIANA USED MOTOR

18 VEHICLE COMMISSION:

19

20 ROBERT W. HALLACK, ESQUIRE

21 HALLACK LAW OFFICE

22 13007 JUSTICE AVENUE

23 BATON ROUGE, LOUISIANA 70816

24

25 SHERI MORRIS, ESQUIRE

DAIGLE, FISSE & KESSENICH, PLC

8480 BLUEBONNET BOULEVARD, SUITE F

BATON ROUGE, LOUISIANA 70810

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1 ALSO PRESENT:

2 MS. KIM BARON

3 MR. DEREK PARNELL

4 MS. MONA ANDERSON

5 MR. JAMES FAIL

6 MS. EMILY DOMANGUE

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1 (Pledge of Allegiance.)

2 MR. POTEET:

3 Roll call, please, Kim.

4 MS. BARON:

5 John Poteet?

6 MR. POTEET:

7 Here.

8 MS. BARON:

9 George Floyd?

10 MR. FLOYD:

11 Here.

12 MS. BARON:

13 Tony Cormier?

14 MR. CORMIER:

15 (No response.)

16 MS. BARON:

17 Matt Pedersen?

18 MR. PEDERSEN:

19 (No response.)

20 MS. BARON:

21 Richard Watts?

22 MR. WATTS:

23 Here.

24 MS. BARON:

25 Steve Olave?

1 MR. OLAVE:

2 Here.

3 MS. BARON:

4 Ricky Donnell?

5 MR. DONNELL:

6 Here.

7 MS. BARON:

8 Darty Smith?

9 MR. SMITH:

10 Here.

11 MS. BARON:

12 And Dino Taylor?

13 MR. TAYLOR:

14 (No response.)

15 MS. BARON:

16 Mr. Chairman, we have a quorum.

17 MR. POTEET:

18 Good. Before we get started, I'd
19 like to make an amendment to the agenda.
20 I'd like to add a -- I guess it will be Item
21 D, discussion of continuing education. I
22 need a motion to add it to the agenda.

23 MR. SMITH:

24 (Makes motion.)

25 MR. POTEET:

1 I need a second.

2 MR. OLAVE:

3 I second.

4 MR. POTEET:

5 Second Mr. Olave.

6 All in favor, say, "Aye."

7 (All "Aye" responses.)

8 MR. POTEET:

9 Any opposed?

10 (No response.)

11 MR. POTEET:

12 Okay. So we'll add that down
13 there and Derek will -- that's continuing
14 education discussion.

15 All right. Anyone here for
16 public comments, Kim?

17 MS. BARON:

18 No, sir.

19 MR. POTEET:

20 Okay. Hopefully, everybody has
21 had a chance to read the minutes of the June
22 meeting. If there are no changes, I'd
23 entertain a --

24 MR. SMITH:

25 I make a motion.

1 MR. OLAVE:

2 Second the motion.

3 MR. OLAVE:

4 Mr. Smith, motion. Mr. Olave,
5 second.

6 All in favor, say, "Aye."

7 (All "Aye" responses.)

8 MR. POTEET:

9 Any opposed?

10 (No response.)

11 (Mr. Cormier arrives.)

12 MR. POTEET:

13 Let the record show Mr. Cormier
14 is here.

15 MR. CORMIER:

16 Good morning.

17 MR. POTEET:

18 Good morning.

19 All right. Are we ready? We're
20 going to do the financials.

21 MS. ANDERSON:

22 As we've been discussing, you
23 have in your -- in your binder a related
24 party questionnaire and that is for the
25 audit. And we need them back to give to the

1 auditor at least by the next meeting. If
2 you have -- if you want to fill it out now
3 and turn it in, that's great. That goes to
4 the auditor. You can seal it up in that
5 envelope and it will go directly to him.
6 And as Sheri explained, that has to do with
7 ethics that we're not allowed -- our agency
8 is not allowed to do business with any of
9 you or your related parties.

10 In your binder, you have the
11 financial statement for the month ending
12 June 2018. These are unaudited financial
13 statements. So our auditor, John McKowen,
14 is going to begin his field work on
15 September 12th and he will -- we will enter
16 adjusting journal entries to do some
17 accruals and things of that nature that will
18 change these statements. There will be
19 adjustments effective June 30th.

20 On the statement of net position,
21 on page 1, we're going to kind of go in
22 depth on this a little bit. The operating
23 account balance at the end of the month was
24 \$2,234,741. The hearing fines increased a
25 little bit when we approved the fines at the

1 last meeting. The -- under equipment, we
2 did purchase some -- a desk, some -- three
3 computers and some software. So there was
4 an increase in the equipment assets. The
5 total current assets being \$2,978,532, and
6 the non-current assets, which are basically
7 our funds that were invested in fixed
8 assets, like, our building and our vehicles
9 and so on and so forth, not -- those not
10 being easily converted to cash.

11 Under the current liabilities the
12 at the bottom of the page, we had -- the
13 total at the top of the next page is roughly
14 \$80,000 in current liabilities and those
15 consist of items that are due to be paid
16 within a short period of time after the end
17 of June.

18 On page 2, the long-term
19 liabilities are obligations that we have for
20 the future. The deferred inflows are fees
21 that we've already collected on the 2019
22 license year. The OPEB liability, which is
23 other post-employment benefits liability, is
24 future liability for health insurance for
25 retirees. Compensated absences are -- the

1 compensated absences liability is the annual
2 amount that has been earned by current staff
3 and there's a cap of 300 hours that they can
4 earn and be paid for if they leave the State
5 of Louisiana. The net pension liability, we
6 talked about that last year, is the agency's
7 portion of the future retirement liability
8 and the State of Louisiana actuary has
9 determined that figure. They determine a
10 percentage of that for that figure.

11 And turning on to the statement
12 of revenues, expenses, and changes in net
13 position, the year-to-date revenues
14 increased about 32,000 over last year for a
15 total of 1,429,619, again, unaudited
16 figures, so. And the month-to-date
17 expenses, let's see, on the -- pages 4 and
18 5, were higher than last year, primarily due
19 to retirement expenses. And if you'll look
20 in that same line of the retirement in the
21 2017 year, you'll see negative figures
22 there. As you'll recall that we had to
23 adjust the pension liability at the
24 beginning of last year's audit, because the
25 State revised the pension liability

1 percentage for 2016.

2 And so when we started the audit
3 last year, we had to adjust that. And
4 that's actually good for us, because it's a
5 negative expense. They had overestimated
6 what we -- what we were liable for. There's
7 no unusual expenses during this period.

8 And on page 5, the unaudited
9 change in net position was a negative 7,062
10 for the month and a positive \$208,363 for
11 the year. Turning on to page 6 is a
12 four-year comparison. And you see in the
13 2017/'18, those are districts 1, 2, and 3
14 compared to 2015/'16. And the following
15 page shows you a chart of those same
16 figures, the total fees, the auctions, the
17 fines, and then all other revenue.

18 Turning on to page 8 is a
19 year-to-date comparison of budget to actual
20 expenditures. And we increased this graph
21 to show all of our expenditures in various
22 categories such as salaries, benefits,
23 computer-related expenses, maintenance, that
24 type of thing.

25 On page 9 is a certificate of

1 deposit summary. There were no changes in
2 that report for June, but we do have the St.
3 Francisville CD that's coming up this month.
4 So we'll be researching better interest
5 rates. On page 10 is the accounts
6 receivable hearing fines report. In June,
7 the Commission assessed \$35,500 in fines and
8 collected \$2,825. Some of those that were
9 assessed are on a payment plan. And that
10 leaves a balance of \$83,689 total for the
11 month.

12 And unless there are any
13 questions, Mr. Chairman, that concludes my
14 report.

15 MR. POTEET:

16 All right. Thank you.

17 Anybody have any questions for
18 Mona?

19 (No response.)

20 MR. POTEET:

21 No questions, okay. I need a
22 motion to approve.

23 MR. DONNELL:

24 So moved.

25 MR. OLAVE:

1 Second.

2 MR. POTEET:

3 Second, Mr. Olave.

4 All in favor, say, "Aye."

5 (All "Aye" responses.)

6 MR. POTEET:

7 Any opposed?

8 (No response.)

9 MR. POTEET:

10 All right. Thank you very much.

11 All right. Next on the agenda,
12 we have ratification of imposed penalties.
13 Mr. Parnell.

14 MR. PARNELL:

15 All right. Commissioners, you
16 will find in your packet a chart that
17 illustrates the dealers that were in
18 violation of state law. These have been
19 investigated and I have determined that the
20 public interest can be served without
21 further administrative proceedings. Civil
22 penalties were imposed. I will announce the
23 names of the dealers as usual and if someone
24 is here with representation -- do we have
25 anyone in representation?

1 MR. POTEET:

2 Kim is checking right now. No
3 one.

4 MR. PARNELL:

5 All right. Y & G Auto Sales,
6 LLC, from Metairie, Louisiana, \$950 fine.
7 Simple Auto Sales, LLC, from Scott,
8 Louisiana, \$200 fine. Alpha Omega Auto
9 Sales, LLC, from Shreveport, Louisiana,
10 \$1,400 fine. Joseph West, Jr., doing
11 business as Auto's Unlimited, from Eunice,
12 Louisiana, fine amount is \$600. Samir Auto
13 Sales, LLC, from Lafayette, Louisiana, \$250
14 fine. Brandon Bates, doing business as,
15 Bates Auto Sales, from Baton Rouge,
16 Louisiana, fine amount is \$400. Neli's Auto
17 Sales, LLC, from Carencro, Louisiana, fine
18 amount is \$100. The total amount of civil
19 penalties for the month is \$3,900.
20 Commissioners, I ask that you ratify the
21 imposed penalties assessed.

22 MR. DONNELL:

23 So moved.

24 MR. SMITH:

25 Second.

1 MR. POTEET:

2 Second Mr. Smith.

3 All in favor, say, "Aye."

4 (All "Aye" responses.)

5 MR. POTEET:

6 All right. The motion carries.

7 Next.

8 MR. PARNELL:

9 The next item is ratifications of
10 revocations. You will find in your packet
11 the same thing, a list that illustrates
12 dealers that have had their license revoked.
13 Again, we don't -- do we have anyone
14 present?

15 MS. BARON:

16 No, we do not.

17 MR. PARNELL:

18 Okay. Doan Carplex, LLC, from
19 Henderson, Louisiana, notice of revocation
20 is 6/13 of 2018. Hobson & Son, LLC, from
21 Sterlington, Louisiana, notice of revocation
22 is 6/14 of '18. Ingles Auto Sales, LLC,
23 from Winnfield, Louisiana, notice of
24 revocation is 6/13 of '18. Jones Auto
25 Sales, from Bernice, Louisiana, notice of

1 revocation is 6/13 of '18. Premier Asset
2 Management, Incorporated, from Lafayette,
3 Louisiana, notice of revocation is 6/13 of
4 '18. Second Hand Trucks, LLC, Branch,
5 Louisiana, notice of revocation is 6/14 of
6 '18. Southland Hoppers, LLC, from
7 Winnsboro, Louisiana, notice of revocation
8 is 6/13 of '18. Trinity Transportation,
9 LLC, from Shreveport, Louisiana, notice of
10 revocation is 6/13 of '18. Zoom Tires and
11 Car Sales, from Lafayette, Louisiana, notice
12 of revocation is 6/14 of '18.

13 Commissioners, I ask that you ratify the
14 revocations of the dealers that I have just
15 announced.

16 MR. OLAVE:

17 I make a motion we adopt the
18 ratifications of revocations.

19 MR. POTEET:

20 All right.

21 MR. CORMIER:

22 Second.

23 MR. POTEET:

24 Second Mr. Cormier.

25 All in favor, say, "Aye."

1 (All "Aye" responses.)

2 MR. POTEET:

3 Any opposed?

4 (No response.)

5 MR. POTEET:

6 All right. Next on the agenda
7 will be the continuing education discussion.
8 I think Derek will discuss that.

9 MR. PARNELL:

10 Yes. Commissioners, as we know,
11 during the 2018 regular legislative session,
12 Act 435 has been signed by the Governor and
13 enacted. It changed some of our law as it
14 relates to Revised Statute 32:795. It
15 authorizes the LUMVC to require certain
16 licensees to attend educational seminars.

17 Now, as per your request at the
18 last Commission meeting, you will find in
19 your packet a preliminary document drafted
20 regarding continuing education course
21 requirements. I know I sent it out kind of
22 late to everyone on Sunday evening. I just
23 didn't get it out to you in a timely
24 fashion. So if you had a chance -- I don't
25 think that everyone has had a chance to kind

1 of go through the document. I think we can
2 all go through it together.

3 And during discussions with Sheri
4 Morris, she advised that, more than likely,
5 we probably need to put this in a rule,
6 maybe not at this point. But, like I said,
7 this is the earlier draft document and we're
8 trying to start the process of understanding
9 and what we want to require as it relates to
10 what the continuing education program would
11 look like.

12 Did you want to comment on that?

13 MS. MORRIS:

14 Right. It's required to be a
15 rule, because it is -- places requirements
16 on a third party and you-all are authorized
17 to hire a third party -- to approve third
18 parties to provide education to do the
19 technical schools, or a trade association,
20 correspondence course, and other private
21 ventures. So for them to have to be
22 required to follow the requirements, it has
23 to be a rule.

24 MR. PARNELL:

25 All right. If you will, we'll

1 just go through the document and, like I
2 said, if anyone sees anything that we need
3 to have a discussion about and want to see
4 any changes to, let's have that discussion.

5 The first paragraph in the
6 document is pretty much the mission
7 statement. When I was looking through some
8 documents of some other states and what they
9 were doing -- and, recently, in this past
10 legislative session, we drafted a really
11 good mission statement. So I wanted to
12 start the document out with that. The
13 Louisiana Used Motor Vehicle Commission is
14 created for the purpose of developing and
15 advancing the independent used motor vehicle
16 industry, promoting and stimulating its
17 businesses, and encouraging fair business
18 practices to strive for fair competition.

19 Further, LUMVC understands its
20 role in representing the consumers of used
21 motor vehicles and seeks to protect their
22 interests by strengthening the relationship
23 between dealers and consumers, assisting in
24 dispute resolution, maintaining educational
25 programs to promote industry standards, and

1 assisting the Office of Motor Vehicles in
2 enforcement of its laws to used motor
3 vehicle transactions.

4 The next paragraph really kind of
5 talks about the new law, 2018 regular
6 legislative session. It authorizes this
7 Commission to require certain licensees to
8 attend the educational seminar. And the
9 LUMVC is authorized to approve any
10 educational institution, private vocational
11 school, correspondence school, or trade
12 association the conduct required educational
13 seminars.

14 And what I wanted to try to do is
15 try to establish some of the procedures that
16 we want to go through and to have someone
17 apply for hosting the educational seminar.
18 The first thing that I wanted to require is
19 that anyone -- that applications for
20 conducting educational seminars must be
21 completed and submitted to the LUMVC at
22 least 60 days prior to the commencement of
23 the course to allow sufficient time for
24 review, or approval, and return of approved
25 documents to the sponsor. Course

1 applications received less than 60 days
2 before the course date will not be approved.
3 Course applications will be processed in the
4 order in which they're received.

5 Does everyone agree that at least
6 60 days prior notice is sufficient?

7 MR. DONNELL:

8 Uh-huh.

9 MR. PARNELL:

10 All right. The next section is
11 submitting for approval. The course sponsor
12 must submit the application for continuing
13 education on the course education approval
14 form, which we are creating the form right
15 now, the Used Motor Vehicle Commission. We
16 have the address or electronically at
17 info@lumvc email address. The application
18 for course approval must include: A fully
19 completed application for continuing
20 education course approval; a detailed course
21 description with time of training in each
22 subject, applications without adequate
23 subject detail will be returned; a program
24 agenda including start/stop times for all
25 topics and breaks, the start and stop times

1 for each subject or speaker as well as any
2 breaks or meals must be shown; copies of all
3 course materials to be used during the
4 course; a draft copy of the course
5 announcement if one -- if one is to be sent
6 to prospective attendees, the announcement
7 must contain the following statement
8 verbatim: (Course Title) meets the criteria
9 for continuing education for the Louisiana
10 Used Motor Vehicle Commission and approved
11 for X amount of hour(s) for instruction.
12 Incomplete applications will not be reviewed
13 and will be returned to the course sponsor.

14 How does everyone feel about
15 that?

16 MR. POTEET:

17 Sounds so good far.

18 MR. PARNELL:

19 Criteria for evaluating the
20 course offerings. Applications for
21 continuing education courses submitted for
22 credit hours will be evaluated on the basis
23 of subject matter presented and time devoted
24 to the topic. In general, discussions
25 related to laws, rules and regulations,

1 licensing, complaints may be approved credit
2 hours. Examples of acceptable topics shall
3 include but not limited to: Licensing
4 requirements, rules and regulations
5 applicable to used motor vehicles, Revised
6 Statutes applicable to used motor vehicles,
7 enforcement, Louisiana Department of Public
8 Safety and Corrections, Office of Motor
9 Vehicle procedures, Department of Revenue
10 procedures, and the Louisiana Motor Vehicle
11 Sales Finance Act. All courses must meet
12 the following requirements: Minimum of four
13 hours of instruction; include time to
14 distribute and review LUMVC program updates;
15 course must be taught, of course, by an
16 LUMVC approved trainer.

17 The next section will be the
18 approval process. The course outline and
19 instructor will be reviewed by the LUMVC.
20 The course sponsor will receive a notice of
21 course approval listing the credit hours.
22 Continuing education credit hours will be
23 assigned on a basis of one credit hour per
24 hour of actual construction with a minimum
25 of four credit hours total. An LUMVC course

1 code will be assigned for each course. The
2 LUMVC continuing education course code is to
3 be listed on the certificate issued to the
4 candidates attending the course for
5 continuing education credit hours.

6 Individuals that attend the course held
7 prior to the LUMVC approval will not be
8 eligible for continuing education credit
9 hours for that time.

10 Course Sponsor Responsibilities:

11 Prior to the continuing education course,
12 the sponsor must submit a continuing
13 education course notification form to LUMVC
14 by electronic means. Forms are available on
15 the LUMVC website. Not yet, they will be,
16 though. At the completion of the course,
17 the sponsor must require all individuals in
18 attendance to record their ID number. I
19 have year of birth, last four digits of the
20 social security number, and print and sign
21 their name on the continuing education
22 training roster.

23 Can anyone think of a different
24 ID number that could be used other than year
25 of birth or last four of their social?

1 Dealer number, possibly?

2 MR. POTEET:

3 Dealer license number.

4 MR. PARNELL:

5 All right. The trainer must
6 provide and issue to each individual
7 attending the course for continuing
8 education a certificate as required pursuant
9 to the provisions of R.S. 32:795. The
10 certificate will show the applicant has
11 completed the course and has successfully
12 passed the Commission-approved test with a
13 minimum score of 70 percent to receive
14 credit for satisfactory completion of
15 continuing education for renewal applicants.
16 The certificate shall include the following:
17 The dealer license number, continuing
18 education number, this is a number that we
19 don't have currently, but that is not a hard
20 number for us to create; dealer --
21 dealership name and address, name of person
22 attending continuing education course, date
23 of attendance, number of credit hours,
24 signature of sponsor. Appropriate controls
25 must be used to ensure that only attendees

1 that sit for the course and take the
2 examination with passing score receive the
3 certificate award. A list of attendees of
4 each course must be provided to the LUMVC
5 within five days of each course closure.

6 The LUMVC reserves the right to
7 monitor the continuing education courses for
8 course credit, time allotted for topics. As
9 a condition of the course approval, sponsors
10 must grant permission for the LUMVC staff to
11 monitor any approved course and waive
12 registration fees for staff monitors. If
13 the actual course is found to deviate
14 significantly from the approved course, the
15 LUMVC staff may recommend credit hours be
16 charged -- be changed, I'm sorry, to reflect
17 the deviation or invalidate the course, if
18 necessary. A list of the approved
19 continuing education courses will be posted
20 on the LUMVC website.

21 This is just really -- like I
22 said, I know you guys wanted to see
23 something. I wanted to try to put something
24 -- draft something, so we can kind of have a
25 baseline with starting, where we're trying

1 to go, and continue to add to this until we
2 get to the point where we do have a rule in
3 place. If you have any questions, comments,
4 or concerns, anything additional that you
5 would like to see that we could add to this
6 document, please, please tell me.

7 MR. DONNELL:

8 Well, with the timeline being
9 January of '19, what would we need to do
10 next? Do we need to get these people
11 interested to bring us something now? I
12 mean, for the next meeting?

13 MR. POTEET:

14 Sixty days would be November 1st,
15 right, approximately? You have to have
16 something to us by November 1st.

17 MR. DONNELL:

18 They have to complete the
19 application form for your --

20 MR. POTEET:

21 Yes.

22 MR. DONNELL:

23 -- for your 60-day requirement.

24 I had a question, too. This is only for new
25 licensees, right?

1 MR. POTEET:

2 No. This is renewals.

3 MR. PARNELL:

4 No -- renewals, yes. Continuing
5 education is for renewal licenses.

6 MR. DONNELL:

7 Okay. So renewal.

8 MR. PARNELL:

9 The regular dealer seminar is for
10 renewal, right.

11 MR. DONNELL:

12 Okay. So in your original draft
13 you sent to me, it looks a little bit
14 different than this one.

15 MR. PARNELL:

16 Yes.

17 MR. POTEET:

18 So every time you renew, you've
19 got to take the continuing education,
20 correct?

21 MR. PARNELL:

22 Correct.

23 MR. POTEET:

24 Okay. So every two -- every two
25 years.

1 MR. PARNELL:

2 And it has to be before their
3 license -- before their license expires,
4 they need to have a continuing education.

5 MR. POTEET:

6 Okay. And they have to -- it has
7 to be someone designated by the company?

8 MR. PARNELL:

9 By the Commission.

10 MR. HALLACK:

11 No. Are you talking about the
12 dealer? I thought we changed the law on
13 that.

14 MR. PARNELL:

15 It has to be --

16 MR. HALLACK:

17 It has to be, like, the manager
18 or principal.

19 MS. MORRIS:

20 Or a partner.

21 MR. CORMIER:

22 Even if they have multiple
23 locations, still those designated people?

24 MS. BARON:

25 That's a good question.

1 MR. DONNELL:

2 Derek, when you and I first
3 started out, I thought we were doing this
4 for the salespeople.

5 MR. PARNELL:

6 Well, continuing education just
7 for a salesperson?

8 MR. DONNELL:

9 Yes.

10 MR. PARNELL:

11 It's always been for the dealer.

12 MR. DONNELL:

13 I know, but I -- you know, I
14 thought it was a mention of the LIADA when
15 they were trying to get this, to do
16 continuing education for salespeople. But
17 Robert tells me different now.

18 MR. HALLACK:

19 I think there was talk that they
20 would try to integrate this for salespeople,
21 but.

22 MR. POTEET:

23 I think that's further down -- I
24 mean, the discussions I had about it was,
25 like, the next --

1 MR. DONNELL:

2 Like, the next deal.

3 MR. POTEET:

4 But -- okay. So when it says,
5 local --

6 MR. DONNELL:

7 In other words, next year's
8 legislation.

9 MR. POTEET:

10 Somewhere -- we're just going to
11 say somewhere in the future on the record.

12 So it says, local dealership
13 manager. So let's take -- for example,
14 let's take my auction, which is a little bit
15 out of the norm, but still. So I can send a
16 manager. It doesn't have to be me.

17 MR. HALLACK:

18 Well, if we could pull up the
19 law.

20 MR. POTEET:

21 I've got it right here. When you
22 have multiple locations --

23 MS. MORRIS:

24 We were discussing about local
25 manager was, like, CarMax -- the manager of

1 CarMax --

2 MR. POTEET:

3 Right.

4 MS. MORRIS:

5 -- is in another state.

6 MR. POTEET:

7 But if you have multiple
8 locations, it's only per --

9 MR. HALLACK:

10 Dealer.

11 MR. POTEET:

12 -- dealer.

13 MR. HALLACK:

14 One dealer.

15 MR. POTEET:

16 One dealer.

17 MR. HALLACK:

18 Not per location. But we
19 probably need to put that in the rules and
20 regs, too.

21 MR. POTEET:

22 Yes. It needs to be clarified, I
23 think. And when you say -- when you say
24 just -- again, I'm looking at my business.
25 But others may have the same question. When

1 you say dealership manager, it does not mean
2 necessarily the top manager. It means a
3 manager, somebody that we designate as a
4 manager. And then that person also has to
5 remain with the dealership. Like, if I have
6 somebody that takes the course and quits or
7 gets fired, I have to have somebody else
8 come in and take the course.

9 MS. BARON:

10 True.

11 MR. POTEET:

12 And how long do you get to do
13 that? That's not -- I would say 60 days.
14 I'm just throwing that out there, but 60
15 days if somebody leaves.

16 MS. MORRIS:

17 It depends on how often the
18 course is offered, too.

19 MR. POTEET:

20 That was my next question. Can
21 you have -- can you have -- if you choose,
22 could you have more than one person take the
23 course?

24 MS. MORRIS:

25 Yes.

1 MR. POTEET:

2 Okay. So if you could have three
3 people and run down -- you're only required
4 to have one.

5 MR. CORMIER:

6 What if they don't pass the
7 course? What happens?

8 MR. POTEET:

9 There will be an amount of time
10 before they could take the second one.

11 MR. PARNELL:

12 I was thinking a time frame of 30
13 days, 45.

14 MR. POTEET:

15 If you go and don't pass it,
16 you've got problems.

17 MR. HALLACK:

18 Well, when we initially talked
19 about this program, it was going to be an
20 online thing. So if you failed it, you'd go
21 back and take -- re-take it immediately.
22 You don't have to wait for the next time the
23 course is taught.

24 MS. MORRIS:

25 And the rule needs to specify is

1 it in person, online, correspondence, which?

2 MR. POTEET:

3 I think it would be both.

4 MR. PARNELL:

5 It would be both.

6 MS. MORRIS:

7 Or parts of it.

8 MR. POTEET:

9 If you put it online, you're
10 right, I mean, as soon as -- as soon as
11 somebody gets their license, they can go --
12 or as soon as they apply for their license
13 or get renewal, they can jump online and do
14 it. And if they do fail it, they can do it
15 at another hour.

16 MR. PARNELL:

17 Most other states that I saw,
18 they do have online and in person.
19 Typically, the online version is a little
20 bit more costly, because it is the
21 convenience of sitting at your dealership
22 wherever you are online versus to come sit
23 down wherever it's going to be hosted.

24 MR. POTEET:

25 Well, we call that at the auction

1 a convenience fee.

2 MR. DONNELL:

3 And I can assure you, it would be
4 cheaper for mine to be online instead of
5 sending my employees.

6 MR. POTEET:

7 Well, yes, and you have that,
8 too, you know. If you're in the northern
9 part of the state and it's being taught in
10 Baton Rouge, online is going to be cheap.

11 MR. HALLACK:

12 And, also, too, one of the things
13 that we talked about this, because this is
14 continuing education, it should be more
15 designed for updated information, changes in
16 the legislation, changes in rules and
17 regulations. I think four hours for
18 renewals is a little extreme. I would say
19 two. I would say one, initially, because I
20 think you're going to have such a -- when
21 they find out that they've got to do this
22 every two years, they're going to be not
23 very happy.

24 MR. DONNELL:

25 Yes. Four years, I mean, that's

1 kind of redundant. There will be a lot of
2 redundancy.

3 MR. OLAVE:

4 Are we requiring the sponsors to
5 have an online application? Because, I
6 mean, Ricky is right about the travel time.
7 I mean, I think --

8 MS. MORRIS:

9 You might have multiple --

10 MR. POTEET:

11 We have multiple vendors. If you
12 have -- I mean, if you tell somebody -- if
13 your idea is to have it online, because we
14 can choose multiple vendors and if we have
15 vendors that are similar and one is
16 significantly better than the other one, we
17 may not choose you if you don't supply it
18 online. You get what I'm saying?

19 MR. OLAVE:

20 Yes.

21 MR. POTEET:

22 Sort of, like, we wouldn't
23 require it, but we would encourage it.

24 MR. OLAVE:

25 Well, I'm just saying if we -- if

1 we have a limited amount of participation as
2 far as the sponsors go -- you know, we're
3 expecting to have a few to choose from.

4 MR. POTEET:

5 Right.

6 MR. OLAVE:

7 If we have a limited amount and
8 that limited amount, we're forced to choose
9 one of those and they don't have the online
10 application and they have limited resources,
11 I'm just -- I'm just thinking out loud, you
12 know, as far as, you know, different parts
13 of the state and, I mean.

14 MR. POTEET:

15 Well, we have the Executive
16 Director of the LIADA here. Are you
17 planning on -- I know you're going to apply
18 to be a sponsor. Are you going to have
19 online?

20 MS. DOMANGUE:

21 Yes. We already have something
22 in the works.

23 MR. DONNELL:

24 Do we need to require that, to be
25 online?

1 MR. POTEET:

2 I'm okay with any required. I'm
3 okay.

4 MR. OLAVE:

5 I think, yes, for travel reasons.

6 MR. POTEET:

7 But I would say, even if you
8 don't require it, we already have one
9 sponsor that is saying that she is going to
10 do it. So I would say that's going to be a
11 criteria and when Derek judges it, he's
12 going to say, well, you know, this is
13 better, so.

14 MR. PARNELL:

15 And most states I looked at,
16 Virginia, Georgia, Florida, they all -- all
17 of their vendors, they did host online and
18 in person. And they all had at least, like,
19 three or four vendors that were consistently
20 out there for the dealers to pick from.

21 MR. OLAVE:

22 Time-wise and things like that,
23 sure.

24 MR. PARNELL:

25 Yes, a few of those.

1 MR. OLAVE:

2 Sure.

3 MS. BARON:

4 Now, we are still requiring each
5 dealership -- somebody from each dealership
6 has to attend.

7 MR. PARNELL:

8 Yes.

9 MR. HALLACK:

10 Why don't we ask everybody what
11 are they intending on -- do they have some
12 kind of idea of what they -- what the LIADA
13 is going to put forth?

14 MS. DOMANGUE:

15 We've already been working on
16 something where you would get the -- you
17 click on the link and it would be a test, a
18 combination of multiple choice questions,
19 true and false. But it's going to give you
20 a little bit of information and kind of
21 teach you, you know. You'll go there, and
22 then you'll have to answer a series of
23 questions. We were sort of waiting to find
24 out exactly what you guys were looking for
25 before we finalize anything. So it's still

1 a little rough, but we'll be able to wrap it
2 up in the next month, I think.

3 MR. HALLACK:

4 So the item that y'all are going
5 to put forward is going to be online?

6 MS. DOMANGUE:

7 Yes. Now, if y'all are going to
8 do classes in person, if that's something
9 that y'all think is valuable, then we can
10 certainly work that angle as well. Like I
11 said, we weren't sure what you guys were
12 interested in. So we're still at the stage
13 where we can tweak it to seek your desires.

14 MR. PARNELL:

15 So correct me. I just want to
16 understand. You're saying that pretty much
17 what you guys are going to propose is going
18 to be online?

19 MS. DOMANGUE:

20 What we have right now is online.
21 Now, if you want to do an in-person course,
22 then we can certainly work that as well.

23 MR. HALLACK:

24 You know, if they can't do it
25 online, and I can't imagine anybody not

1 being able to do it online, then they just
2 need to come to our seminar.

3 MR. POTEET:

4 Well, that's a good point.

5 MR. HALLACK:

6 Instead of having to make a whole
7 new one.

8 MR. DONNELL:

9 I don't think the LIADA has in
10 mind to teach a class, do they?

11 MS. DOMANGUE:

12 We've had discussions about it,
13 but as of what we've developed so far, we've
14 developed an online program, because --

15 MR. DONNELL:

16 I think Robert has got the best
17 idea. They can come through this Commission
18 if they do it in person.

19 MR. HALLACK:

20 But I think we -- I think we need
21 to do rules and regs for both courses, both
22 the initial and the renewals. But -- and,
23 most importantly, about the initial, I think
24 we need to start charging for it. We are
25 allowed by law to charge for the initial.

1 And so I think we need to come up with
2 something for that as well.

3 MR. PARNELL:

4 So there would be a specific rule
5 and reg where we would come up with a dollar
6 amount?

7 MR. HALLACK:

8 Yes, sure.

9 MR. POTEET:

10 All right.

11 MR. HALLACK:

12 And, also, too, you've got to
13 figure out what the charge is going to be
14 for the renewal.

15 MR. PARNELL:

16 So do we think that the vendors
17 would be considered just with approval --
18 given a written approval or would there be a
19 contract needed between our agency?

20 MR. HALLACK:

21 There has to be a contract.

22 MR. PARNELL:

23 Yes, yes. So we have to go
24 through the process of trying to develop a
25 contract.

1 MS. MORRIS:

2 I am familiar with the bar
3 association, of course. And, also, the
4 cosmetology board has courses that they
5 approve. And it just goes to the board for
6 approval for cosmetology. They review the
7 curriculum. They review the outline at a
8 board meeting and they ask whatever
9 questions. They review -- usually, the
10 resumes of the instructor or some paragraph
11 about the instructor is included and some
12 outline of the materials.

13 MR. PARNELL:

14 As I understood in the earlier
15 discussions, though, that they were talking
16 about costs associated with conducting the
17 seminar, and then a percentage of it would
18 come to this agency.

19 MS. MORRIS:

20 Cosmetology doesn't have anything
21 to do with the cost. I don't even recall
22 seeing the cost on there. And then, of
23 course, with the bar association, if you
24 want to sponsor continuing education, you
25 fill out their forms and you send it to

1 them. Then, they give you approval. And I
2 don't know that you have to submit the cost
3 of that either.

4 MR. POTEET:

5 So if we had it set up where --
6 using the LIADA, for example. Let's say the
7 LIADA charges \$100, that's irrelevant to us.
8 We don't --

9 MR. HALLACK:

10 Well, we have to approve.

11 MR. POTEET:

12 We have to approve the price?

13 MR. HALLACK:

14 I would think so.

15 MR. POTEET:

16 Okay.

17 MR. HALLACK:

18 We have to approve the program.

19 MS. MORRIS:

20 The program is consistent with
21 what you want to be taught, but I don't even
22 know that anybody sends us the price.

23 MR. OLAVE:

24 If there's only one -- let's say
25 there's only -- I see having to approve, but

1 if there's only one sponsor and we don't
2 have that written, that we have to approve
3 the price, then they can theoretically
4 charge whatever they want it to be, the only
5 provider there. So I do -- I do think there
6 should be some, at least, acknowledgment of
7 the price.

8 MR. POTEET:

9 Maybe not to exceed.

10 MR. OLAVE:

11 Yes, yes. That might work.

12 MS. MORRIS:

13 I don't know that you have the
14 authority, but I know that you could address
15 the reasonableness. Or you-all have your
16 own course and you control the price of that
17 right now. You aren't even collecting a
18 fee. So the other option is that you don't
19 want to say what the provider charge is
20 under the Commission's course.

21 MS. BARON:

22 We don't want them to feel like
23 they can collect an exorbitant amount to our
24 dealers.

25 MR. POTEET:

1 What is the dollar amount? How
2 much money?

3 MR. PARNELL:

4 I think in other states, it's,
5 like, \$140, \$200. That's what other states
6 are doing, you know. And our license is --

7 MR. HALLACK:

8 It's 200?

9 MR. PARNELL:

10 Yes. I'm not saying that that's
11 --

12 MR. HALLACK:

13 We shouldn't have an educational
14 program that exceeds our license fee.

15 MR. POTEET:

16 Well, you could -- you can do the
17 -- yes, I agree with that. You could --
18 Derek did some research to see how that
19 compared. Like, if somebody's license is
20 \$600 and they're charging 140, somebody else
21 is \$300 and they're charging 150, we can get
22 an idea of how other places are doing it. I
23 mean, Mississippi does it. So that's one
24 next-door state that we can look at for
25 sure. Texas.

1 MR. PARNELL:

2 Georgia, Florida.

3 MR. POTEET:

4 Texas has something. I just
5 don't know how much it is. You see, in
6 Texas, the auctions are not required to have
7 a dealer's license. So I don't get involved
8 in that. One less thing to worry about.

9 MR. HALLACK:

10 Why don't you scroll to the
11 bottom of the law?

12 MR. PARNELL:

13 Continuing education is a maximum
14 of six hours, not to exceed six hours.

15 MR. POTEET:

16 Well, what -- when we take those
17 online courses for the State, the ethics, I
18 mean, those are only an hour, right?

19 MS. BARON:

20 That's the requirement of the
21 initial license application seminar, which
22 what we teach, not to exceed six hours.

23 MR. PARNELL:

24 Anything requiring renewal, not
25 to exceed --

1 MS. BARON:

2 Four.

3 MR. PARNELL:

4 -- four. Yes.

5 MR. POTEET:

6 We have dealers we train, what,
7 one hour?

8 MR. HALLACK:

9 The purpose is only supposed to
10 be to update you.

11 MR. OLAVE:

12 Yes, continuing education.

13 MR. HALLACK:

14 It's not going to be much.

15 MS. BARON:

16 It shouldn't be -- yes. It
17 shouldn't -- I think an hour is enough.

18 MR. POTEET:

19 Two hours is a long time to sit
20 at a computer.

21 MS. BARON:

22 Well, after the first time you
23 take it, it will just, you know, be every
24 two years.

25 MR. POTEET:

1 It's kind of like the ethics
2 training.

3 MR. HALLACK:

4 I mean, if we have to approve the
5 program, I don't see why we wouldn't have to
6 approve the fee.

7 MR. DONNELL:

8 It was, at first talk, this
9 Commission and the sponsor would share in
10 the fees.

11 MR. PARNELL:

12 Right. That's what I was
13 referring to a little while ago.

14 MR. DONNELL:

15 Right.

16 MR. PARNELL:

17 That whoever was -- the vendor
18 that was awarded, I thought -- from what I
19 understand from the earlier discussion, that
20 a percentage of it was --

21 MR. DONNELL:

22 Was coming back here.

23 MR. PARNELL:

24 Now, if that is -- but I think we
25 just said that we kind of want to stay away

1 from that. But if there was something that
2 was in place, then a percentage of the fee
3 was coming back here. I thought a contract
4 would be needed to do that in that regard.

5 MR. HALLACK:

6 If I'm LIADA and I'm trying to
7 put together a program for y'all to approve,
8 I would want a contract.

9 MR. PARNELL:

10 And I wonder if that contract has
11 to go through contractual review, because
12 that would be a long process. If we have a
13 contract, it has to go through them.

14 MS. MORRIS:

15 That would be our contractual
16 obligation.

17 MR. PARNELL:

18 Well, would it have to be clearly
19 defined on what percentage we are receiving?

20 MS. MORRIS:

21 I don't know what.

22 MS. ANDERSON:

23 And what their obligation is to
24 tell us the information, so that people can
25 renew.

1 MR. PARNELL:

2 I think it would be have to be
3 awarded as approved.

4 MS. ANDERSON:

5 And part of the fee thing would
6 be to take care of the extra work that our
7 staff will do in connection with the
8 requirement.

9 MR. HALLACK:

10 All we would have to do, though,
11 is make sure they have a certificate from --
12 and that's it. The certificate is there.
13 That's it.

14 MR. PARNELL:

15 You simply create a document and
16 create a --

17 MS. ANDERSON:

18 And then they probably need to
19 use their social, so that you make it
20 specific to the individual. And then you
21 would have to build something in the
22 program, so that you don't have the same
23 answers each time they take the test.

24 MR. HALLACK:

25 When we did our ethics seminar,

1 it prints a certificate for us. So if we
2 have to apply for a renewal, we can present
3 this as part of our renewal application.

4 MR. POTEET:

5 What is your point? Is your
6 point that we shouldn't get a percentage?

7 MR. HALLACK:

8 No, no, no. My point is that
9 it's not that demanding on our staff to make
10 sure that the that the --

11 MS. BARON:

12 The person doesn't have to deal
13 with these people every day.

14 MR. OLAVE:

15 How do we -- how do we reconcile
16 that they've taken the first -- the initial
17 deal? We don't charge for that, right?

18 MS. BARON:

19 No. They have to take it within
20 60 days.

21 MR. OLAVE:

22 Right. But what I'm saying is --
23 I'm just putting -- I'm not agreeing with
24 anybody.

25 MS. BARON:

1 Right.

2 MR. OLAVE:

3 But I'm not agreeing with
4 anybody, I am just playing with what
5 Robert's thoughts were. But if we -- if
6 we're already doing it for the educational
7 seminar and not charging a fee and this
8 becomes logistically a lot more involved to
9 have the certificate for that-- for that
10 secondary education --

11 MR. PARNELL:

12 Right. And I think Robert has
13 been saying for the past few years that we
14 do need to start charging a fee for the
15 educational seminar --

16 MR. OLAVE:

17 Right.

18 MR. PARNELL:

19 -- because the educational
20 seminar does take quite a bit of time for
21 the staff to actually conduct it and let's
22 pay staff.

23 MS. BARON:

24 We have to pay the staff more to
25 come.

1 MR. PARNELL:

2 Whoever is doing it. But I don't
3 know -- I think -- I think we should
4 immediately start charging a fee once we
5 decide upon a fee to charge for the seminar.

6 MR. OLAVE:

7 I mean, it wasn't a question. It
8 was just, like, you know, if we're already
9 doing this for the initial educational
10 seminar and we're not charging anything and
11 that's not providing a huge burden on the
12 staff to do that. Maybe it is and maybe we
13 should charge a fee. Feedback is all -- and
14 then maybe the same logistical issue with
15 the -- with the secondary education, that we
16 need to get a percentage of or --

17 MR. PARNELL:

18 We're just absorbing it. We're
19 not even getting anything back on it, you
20 know, when we talk about travel time, staff,
21 CDs that we are issuing, the documents that
22 we actually print it out for them. It's a
23 cost that we just absorb. I'm not saying
24 it's an astronomical cost, but it's still a
25 cost.

1 MR. HALLACK:

2 It used to be astronomical,
3 because we used to provide written
4 materials.

5 MS. ANDERSON:

6 A number of new dealers as
7 compared to all the renewals.

8 MR. PARNELL:

9 That's going to be different.

10 MS. ANDERSON:

11 All the members renews, then
12 everybody renews.

13 MR. PARNELL:

14 Yes, yes.

15 MS. BARON:

16 And there will have to be some
17 sort of procedures in place that we know,
18 you know, get a notification of some sort if
19 they didn't get a certificate or whatever.

20 MR. PARNELL:

21 I think that they need to notify
22 us what they're going, five days after the
23 dealer or whoever took the course work, that
24 these are -- this is my list of persons who
25 took the course --

1 MS. BARON:

2 That passed.

3 MR. PARNELL:

4 -- and so we'll have that right
5 away. So we will have that information that
6 they passed.

7 MR. DONNELL:

8 And somebody just mentioned about
9 the last four of your social security
10 number. I'd rather use the last four of
11 your license number, you know. I don't like
12 giving the last four of my social security.

13 MS. BARON:

14 We talked about using the dealer
15 license number.

16 MR. PARNELL:

17 I've been dealing with that.
18 It's more specific to the individual.

19 MR. HALLACK:

20 I think we need to get a report
21 to see how much it costs us to do the
22 initial seminar in terms of --

23 MS. BARON:

24 Staff time.

25 MR. HALLACK:

1 -- staff time, paper. I think we
2 supply a CD, don't we?

3 MR. OLAVE:

4 I think maybe --

5 MR. PARNELL:

6 Part of this is this as well,
7 it's not only that, you know, we concentrate
8 on continuing education, but the initial
9 education side of it. One of my goals has
10 always been to get us a bit more of a robust
11 online initial education for our dealers
12 that are coming in, give them that option as
13 well, hey, you can come here or you can do
14 it conveniently online. But what we have to
15 develop that's going to be online has to be
16 a bit more robust, because that seminar is
17 far different from what a continuing
18 education would be, so.

19 MR. OLAVE:

20 Right.

21 MR. PARNELL:

22 We've been asked to incur some of
23 kind of cost or either gain some kind of
24 cost somewhere to really come up with a good
25 software solution, a good website that can

1 handle something like that.

2 MR. OLAVE:

3 I think if we're going to start
4 charging for the initial education part of
5 that, then that needs to be handled quickly,
6 because a sponsor is not going to know what
7 to charge based on what our charges are
8 going to be forthcoming. I think Robert
9 brought that up. So we need to probably
10 figure that out by the next meeting, I would
11 think.

12 MR. POTEET:

13 Yes. I think that we can take
14 these suggestions and have that for the next
15 meeting, some of that information.

16 Any more discussion on that for
17 now?

18 MR. WATTS:

19 When is that going in effect?
20 The next round on the license?

21 MR. POTEET:

22 Yes. January 1st, isn't that
23 what the law says?

24 MS. MORRIS:

25 It's not a mandatory --

1 MR. PARNELL:

2 It doesn't have a specific time
3 as to what the -- it can be the next
4 renewal.

5 MS. MORRIS:

6 It will be kind of hard to --

7 MR. DONNELL:

8 By January '19.

9 MR. PARNELL:

10 January of '19.

11 MR. DONNELL:

12 It will probably have to be
13 January of '20.

14 MR. PARNELL:

15 Maybe September or August of '19,
16 in a reasonable time frame. We will have
17 more discussion on it and we only meet once
18 a month, so.

19 MR. WATTS:

20 This coincides with the license?

21 MR. PARNELL:

22 Yes.

23 MR. DONNELL:

24 So we've got a two-year license,
25 right?

1 MR. PARNELL:

2 Right. So within that two year
3 license time frame, you have to take the
4 course work and a part of your renewal
5 application, you need to show that you
6 completed that.

7 MS. BARON:

8 And we cannot renew them until
9 they show that.

10 MR. PARNELL:

11 Correct. Even with initial, we
12 changed the statute this year. The initial
13 license -- the initial course work has to be
14 done prior to you getting your license, so.

15 MR. POTEET:

16 That's something -- you can do it
17 any time during the two years as long as
18 it's done before your renewal?

19 MR. PARNELL:

20 Before your renewal, yes. Any
21 time, I thought, that gives people a lot
22 more freedom. And if we get communication
23 back, we will respond to it right away. We
24 update that in the system. So whenever a
25 dealer comes in and submits his application

1 for renewal, we should have that already.

2 MS. BARON:

3 We get it and make sure it is
4 there.

5 MR. PARNELL:

6 We have also ways to go to try to
7 move fast, fast pace it.

8 MR. POTEET:

9 Well, it's a good start. Okay.
10 Next on the agenda is the
11 Executive Director's report.

12 MR. PARNELL:

13 Commissioners, you will find in
14 your packet a chart of the alleged issue
15 counts for the month of June. There were 79
16 alleged issues for the month of June. The
17 next document is the case report. The case
18 report illustrates the amount of assigned
19 cases to each individual investigator.
20 There were 37 assigned cases in the month of
21 June. Seven of those cases have been
22 completed, which leaves 30 of those cases
23 remaining open. The last document is the
24 department the summary report. The number
25 of total cases closed during the month of

1 June was 87 cases.

2 And as an update, Commissioners,
3 every year, we have budgeted to upgrade our
4 fleet vehicles. This year, we budgeted to
5 purchase one fleet vehicle. I submitted to
6 the Louisiana Property approval the
7 beginning of last week to request approval
8 for trade in on our older mileage vehicles
9 and purchase a new vehicle. Currently, the
10 vehicles that are still on contract is a
11 2018 Dodge Charger. That's what we got last
12 year. That contract ends in October. So
13 I'm just waiting on approval first. It has
14 to go to Property Assistance. They have to
15 give me an approval. And then once I get
16 that, then I have to get another approval
17 from the Office of State Procurement, and
18 then -- it does take a long time. It
19 depends on how fast -- how fast the Property
20 Assistance gets back us to. Because a lot
21 of what they are doing right now through the
22 state procurement is just the site that they
23 have. It's kind of new. It's a little
24 cumbersome for a little while, being that
25 new. But it seems to be a little bit better

1 now. And at that point, once we get the
2 okay from them, then they'll go ahead and
3 order the vehicle. And then we'll pay for
4 it once we get it. The vehicle cost is
5 \$20,603.

6 MR. WATTS:

7 Is there a dealer for this?

8 MR. PARNELL:

9 No. You have a state contract.
10 You have certain dealerships that have state
11 contracts fleet vehicles. We're just kind
12 of looking at it from small, compact, mid
13 size, large. They have trucks, SUVs,
14 various things like that. They will bid at
15 some point and get awarded a state contract.
16 But for us we, we've got to pick which one
17 we want.

18 MR. OLAVE:

19 It's a percentage of the invoice.

20 MR. PARNELL:

21 Before we submitted -- we traded
22 in, like, four or five vehicles when I first
23 started. And I remember the most we got for
24 one was, like, \$1,500 and the least I think
25 we got was, like, \$200. So it just kind of

1 depends on what they get at auction with
2 state property, you know. They hold
3 auctions, I think, once a month. It's a
4 percent, also, what they receive at auction
5 and the Commission receives.

6 MR. DONNELL:

7 Okay. So, in other words, what
8 sales get at the yard, you get a percentage
9 of that?

10 MR. PARNELL:

11 Yes. I think they take 25
12 percent and we get the rest. So it's pretty
13 decent. It's all a big circle.

14 MR. POTEET:

15 Anything else?

16 MR. PARNELL:

17 No, that's it.

18 MR. POTEET:

19 Any questions or comments?

20 Concerns?

21 (No response.)

22 MR. POTEET:

23 Short meeting today. Anybody
24 have anything? I guess items for next
25 agenda is going to be this -- more

1 discussion of the education for sure.

2 Do we have any hearings scheduled
3 yet?

4 MS. BARON:

5 No, but they will be.

6 MR. POTEET:

7 Motion to adjourn.

8 MR. SMITH:

9 So moved.

10 MR. OLAVE:

11 Second.

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13 (Meeting adjourned at 10:25 p.m.)

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REPORTER'S CERTIFICATE

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3 I, BETTY D. GLISSMAN, Certified Court
4 Reporter, Certificate No. 86150, in and for
5 the State of Louisiana, do hereby certify
6 that the Louisiana Used Motor Vehicle
7 Commission meeting was reported by me in the
8 stenotype reporting method, was prepared and
9 transcribed by me or under my personal
10 direction and supervision, and is a true and
11 correct transcript to the best of my ability
12 and understanding.

13 This July 30, 2018, Baton Rouge,
14 Louisiana.

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21 _____
22 BETTY D. GLISSMAN, CCR
23 CERTIFIED COURT REPORTER
24
25

Betty D. Glissman, CCR