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5 LOUISIANA USED MOTOR VEHICLE COMMISSION
6 STATE OF LOUISIANA
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13 REGULAR MEETING
14 MARCH 18, 2024
15 BEGINNING AT 10:21 A.M.
16

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19
20 3132 VALLEY CREEK
21 BATON ROUGE, LOUISIANA
22

23
24 REPORTED BY:
25 BETTY D. GLISSMAN, CCR

1 APPEARANCES:

2
3 COMMISSIONERS PRESENT:

4 MR. OBAYDAH ALSALEMEH

5 MR. JEFFEREY BRITT

6 MR. RICKY DONNELL

7 MR. GEORGE FLOYD

8 MR. ROBERT "BOBBY" HINES

9 MR. MATTHEW PEDERSON

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12
13
14 REPRESENTING THE LOUISIANA USED MOTOR
15 VEHICLE COMMISSION:

16
17 ROBERT W. HALLACK, ESQUIRE
18 HALLACK LAW OFFICE
19 13007 JUSTICE AVENUE
20 BATON ROUGE, LOUISIANA 70816

21 SHERI MORRIS, ESQUIRE
22 DAIGLE, FISSE & KESSENICH, PLC
23 8480 BLUEBONNET BOULEVARD, SUITE F
24 BATON ROUGE, LOUISIANA 70810
25

1 ALSO PRESENT:

2

3 MS. KIM BARON

4 MR. DEREK PARNELL

5 MS. RHONDA ROBERTSON

6 MR. MONTIE WISENOR

7 MS. TONYA BURKS

8 MR. PERRY ESPONGE

9 MS. DaDREJON DODY

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1 (Pledge of Allegiance.)
2 MR. FLOYD:
3 Roll call.
4 MS. BARON:
5 George Floyd?
6 MR. FLOYD:
7 Here.
8 MS. BARON:
9 Obaydah?
10 MR. ALSALEMEH:
11 Here.
12 MS. BARON:
13 Matt Pederson?
14 MR. PEDERSON:
15 Here.
16 MS. BARON:
17 Jefferey Britt?
18 MR. BRITT:
19 Here.
20 MS. BARON:
21 Ricky Donnell?
22 MR. DONNELL:
23 Here.
24 MS. BARON:
25 Travis Brown?

1 MR. BROWN:

2 (No response.)

3 MS. BARON:

4 Robert Hines?

5 MR. HINES:

6 Here.

7 MS. BARON:

8 Wydette Williams?

9 MR. WILLIAMS:

10 (No response.)

11 MS. BARON:

12 Mr. Chairman, we have a quorum.

13 MR. FLOYD:

14 All right. Any public comments for
15 today?

16 MS. BARON:

17 No, sir. We do not.

18 MR. BRITT:

19 Mr. Chairman, I make a motion to
20 approve the minutes from the last meeting.

21 MR. DONNELL:

22 Second.

23 MR. FLOYD:

24 All right. Now we are on the
25 discussion and action of financial matters.

1 MS. ROBERTSON:

2 Good morning, everyone. We have a
3 financial package in your binder. We can turn
4 to page 1. The balance in the bank account on
5 February 29 was \$2,202,452.53. The total
6 liabilities were \$4,796,975.10. The total net
7 position is a negative \$338,123.57.

8 We turn to page 3. For the month of
9 February, our year-to-date revenues from
10 licenses show an increase of \$437,580 compared
11 to last year. Revenue from the PTA convenience
12 fees increased by \$3,475.

13 On pages 4 and 5 you will notice that
14 the expenses remained within the normal range.
15 And then on page 6, the license sales is
16 showing a slow decline because renewal season
17 is coming to an end. And then on page 7, we
18 had three CDs that renewed in January.

19 And on page 8, the accounts
20 receivable for hearings and fines on February
21 29 was \$429,344.23. Matamoros completed their
22 payments. And we added Let's Go Motors, who
23 has a fine of \$206,000 which we received a
24 payment of \$30,379.43.

25 So, at this time, do we have any

1 questions?

2 MR. HINES:

3 Did we write off Matamoros? Aren't
4 we supposed to write that off at the last
5 meeting?

6 MS. BARON:

7 The remainder.

8 MS. ROBERTSON:

9 Yes.

10 MS. MORRIS:

11 After he made his payment. Well,
12 it's suspended.

13 MR. DONNELL:

14 It is still on.

15 MS. MORRIS:

16 It will be suspended provided there
17 has no additional violations in the one-year
18 probation.

19 MS. ROBERTSON:

20 We will keep it on there until the
21 probation period is up.

22 MR. PETERSON:

23 What about those three fellows,
24 Green, Talley, and Ward? Nothing from the
25 other two yet?

1 MR. BRITT:

2 Talley is the only one that ever
3 paid. He did it, I think. Ronnie Ward hasn't
4 and the other guy hadn't.

5 MR. HALLACK:

6 Was it forwarded to the Attorney
7 General's Office for collection?

8 MS. BARON:

9 I don't think so.

10 MS. MORRIS:

11 It doesn't look like it is from this
12 list.

13 MR. PARNELL:

14 We need to do that.

15 MR. BRITT:

16 I would turn Green and Ward over to
17 the AG's office.

18 MR. DONNELL:

19 Now, Avery has been forwarded to the
20 AG's office, right?

21 MS. BARON:

22 Yes.

23 MR. BRITT:

24 That's already on there.

25 MR. DONNELL:

1 He's serving time. Y'all may want to
2 write that off.

3 MS. ROBERTSON:

4 Okay. If we don't have any further
5 questions, that concludes the financials.

6 MR. DONNELL:

7 I make a motion we accept it.

8 MR. HINES:

9 Second.

10 MR. FLOYD:

11 Moving on to the ratification of
12 imposed penalties.

13 MR. PARNELL:

14 Commissioners, you will find in your
15 packet a chart that illustrates the licensees
16 that were in violation of state law. These
17 cases have been investigated and I have
18 determined that the public's interest can be
19 served without further administrative
20 proceeding. Civil penalties were imposed. I
21 will now name the dealers that have imposed the
22 civil penalties for the record. Do we have
23 anyone present that is listed on our list
24 today?

25 MS. BARON:

1 No, sir. We don't.

2 MR. PARNELL:

3 Okay. Skyline Imports, LLC, from
4 Baton Rouge, Louisiana. The violation fee was
5 \$75. One count of failing to keep an
6 established place of business. Four counts of
7 failing to submit monthly sales reports, and
8 one count of failure to maintain records.

9 Next on the list is Skyline, once
10 again, Imports, LLC, from Baton Rouge,
11 Louisiana. \$1400 fine, non-delivery of title.
12 It was 7 counts of that.

13 Elite AA Auto Group, LLC, from
14 Lafayette, Louisiana. The fine amount was
15 \$4,350. Ten counts of non-delivery of title.
16 One count of failing to submit monthly sales
17 report. Three counts of issuing temporary
18 license plates in violation of the law.
19 Failing to maintain records was 30 counts.

20 Commissioners, I ask that you ratify
21 the imposed civil penalties assessed. The fine
22 amount was \$6,500.

23 MR. DONNELL:

24 I got a question. Have these titles
25 been delivered since then?

1 MS. BARON:

2 One has.

3 MR. DONNELL:

4 Skyline and Elite, these counts of
5 non-delivery of title.

6 MS. BARON:

7 Skyline we did. We made claims
8 against the surety. But Elite, no.

9 MR. DONNELL:

10 What do we do?

11 MR. WISENOR:

12 We are still assisting with the
13 customers. We secured the title from the lien
14 company and from the floor plan companies.

15 MR. DONNELL:

16 I make a motion we accept it.

17 MR. HINES:

18 Second.

19 MR. FLOYD:

20 Okay. We have a motion to accept the
21 ratification of the imposed penalties. On to
22 the enforcement report.

23 MR. WISENOR:

24 Yes, sir. We have -- I have the
25 monthly production report field totals for the

1 months of January and February. First of
2 January, the field conducted 7 audits. We did
3 not serve notice -- I am sorry. We did deliver
4 any notice of revocations. There were 60 site
5 visits conducted. There were no cease and
6 desist issued. There were 19 consumers that
7 were assisted in either receiving title or
8 registration for vehicle purchase. There was
9 one violation issued. There were three refunds
10 that were -- consumers were assisted in
11 receiving that totaled \$3,220. There were 43
12 cases that were assigned that were closed.
13 There were 26 cases that were not assigned that
14 were closed. And then 19 physical inspections
15 were conducted.

16 For the month of February, there were
17 8 audits conducted. There were no notices of
18 revocation issued. There were 73 site visits
19 conducted. There were no cease and desist
20 issued. There were 11 consumers that were
21 assisted in receiving title or registration for
22 vehicles purchased. There were two violations
23 issued. There were four refunds that consumers
24 were assisted in receiving which totaled
25 \$5,189.42. There were 15 cases closed that

1 were assigned. There were 26 cases that were
2 closed that were not assigned. And 32 physical
3 inspections conducted for the month of
4 February.

5 And those are the two totals for
6 January and February.

7 MR. FLOYD:

8 Two months, okay. Thank you for
9 that. Now, we are on to the executive
10 director's report.

11 MR. PARNELL:

12 All right. Commissioners, the 2024
13 legislative -- regular legislative session
14 started March 11. On March 12, our agency, we
15 were on the schedule, on the agenda, to speak
16 in front of the Commerce Committee. That
17 committee is lead by representative -- oh, I
18 should say Chairman Deshotel. He is out of the
19 Marksville, Louisiana, area.

20 I had got -- we got contacted that,
21 you know, they wanted all of the boards of
22 commissioners to come in and represent before
23 the committee -- before all of the committees
24 for this legislative session. As we understand
25 it, the governor has made notice that he's

1 looking at all of the regulatory authorities.
2 He is trying to look at if all of them are
3 needed. If there is overlap in some of the
4 agencies. So they wanted every agency to come
5 in before the committee and kind of just talk
6 about who they are and what we do, what we try
7 to accomplish with our agency.

8 So we went in and did that. All went
9 well. They only had one question just asked
10 about, you know, what is the difference between
11 when I initially started here with the amount
12 of complaints that we had at that time versus
13 where we are today with the amounts of
14 complaints. But what kind of surprised me was
15 that we got a call from a representative that
16 sits on that committee later on the evening
17 just expressing to us and reiterating that, you
18 know, that we all need to really start the
19 process right now of putting together a good
20 presentation that describes who we are and what
21 we do again, but why we are needed as an
22 agency.

23 That's what he was talking to Counsel
24 Morris this morning about some ideas about what
25 we can do to get us prepared to move forward

1 with that. But, as I understand it, and as Ms.
2 Morris understand as well, he is pretty serious
3 about -- the governor is pretty serious about
4 agencies overlap and maybe possibly either
5 combining or doing away with some of the
6 agencies. So that is where we are going to try
7 to get geared up and work towards so we can
8 kind of be prepared early. So when it is time
9 for us to go down there and speak, we will have
10 something to really discuss about our agency.

11 MR. ALSALEMEH:

12 Do you know when this will be?

13 MR. PARNELL:

14 I don't know when it is going to be
15 at all. We didn't get any dates about that.
16 But I am assuming it is pretty high up on the
17 governor's agenda. One of his -- I guess one
18 of the areas he ran on. So we are going to try
19 to get with Ms. Morris and start kind of
20 breaking it down.

21 MR. BRITT:

22 Well, we have to be moving hard,
23 fast, and furious. They are trying to get the
24 session over with.

25 MS. MORRIS:

1 I don't know. There is no
2 legislation in this session --

3 MR. PARNELL:

4 Not right now.

5 MS. MORRIS:

6 -- to consolidate. But it might be
7 that they do study and then come back with it
8 next year. They are talking about a
9 constitutional convention.

10 MR. BRITT:

11 They want everything done and so they
12 can do the constitutional convention.

13 MR. ALSALEMEH:

14 Are we going to have a formal meeting
15 or discussion in here about it?

16 MR. PARNELL:

17 Definitely, we can.

18 MS. MORRIS:

19 We could. I think some of the
20 boards, you know, have similar functions. And
21 this particular board because there is new car
22 dealers and used motor vehicle dealers, there
23 are two boards that regulate automobile sales.
24 So that's always kind of a potential place
25 where they go and look for of maybe duplication

1 of effort and to make things more efficient for
2 government. But it just seems like --
3 specifically my, you know, dealings with both
4 of the boards, it's two totally different
5 functions of these two boards. Because we are
6 dealing with totally different issues than the
7 New Car Commission deals with.

8 MR. BRITT:

9 And clientele.

10 MS. MORRIS:

11 Right. Well, the transactions are
12 different. There is a lot of differences
13 between franchised dealers. And this
14 commission did at one time have the boats and
15 the recreational vehicles and those have been
16 moved over. So I am sure a natural extension
17 of that question, well, can we move the used
18 cars over.

19 MR. ALSALEMEH:

20 Do you think it's an opportunity for
21 you to ask for more power? For example, like
22 floor plan people or the finance people. I
23 know that's not the point of this, but I feel
24 like this is our chance to make that case.
25 Like we X, Y, Z, and we are dealing with the

1 problems here that we don't have authority
2 over, maybe we could be granted those things?

3 MR. HALLACK:

4 That's a very good idea. And we have
5 explored it from time to time over the last 30
6 years, but it never really got off the ground
7 because floor plan people don't want to be
8 regulated. There is not even federal
9 regulation over a lot of floor plan people, but
10 there needs to be.

11 MR. ALSALEMEH:

12 Well, I think we can make our case
13 now even if it's been done in the past and
14 advise people. I think that's the main thing
15 that we don't have power over, but it seems
16 like the thing we need power over.

17 MS. MORRIS:

18 Well, it seems like they are in a
19 position to prevent a lot of what happens that
20 winds up before this commission.

21 MR. HALLACK:

22 Yes. I mean a lot of our dealers
23 that come before you are here because they are
24 out of trust with the floor planners. So, yes.
25 And, like I said, floor planners are generally

1 unregulated, period, across the board. But
2 they tend to fight that, you know. I am sure
3 there has been federal attempts to regulate
4 floor planners but they've managed to keep
5 regulations off of them.

6 MR. ALSALEMEH:

7 Well, when we have a formal
8 discussion, maybe without regulating that
9 indirectly, like anybody who has a title, like
10 a floor planner, so we are not regulating them
11 directly, but then we have some power to say,
12 like, you are holding the title and it goes to
13 the consumer first. We have power over -- we
14 get to see what happens to that title at least,
15 because they are not regulating them. It's not
16 a hard thing to ask.

17 MS. MORRIS:

18 Yes. If the regulation could be tied
19 to title registered in the state of Louisiana,
20 something like that.

21 MS. BARON:

22 We do have that.

23 MS. MORRIS:

24 We have some authority.

25 MS. BARON:

1 It is very limited.

2 MR. HALLACK:

3 We have got total control over the
4 bond, so.

5 MS. BARON:

6 Yes.

7 MS. MORRIS:

8 But the bonds are inadequate for some
9 of these situations.

10 MR. HINES:

11 That's my point. If you look at
12 Derek's tenure how things have changed in these
13 years, but the projected forecast with cars
14 being more expensive and the quality of the
15 cars, a 10-year-old car now is not the same as
16 a 10-year-old car was 10 years ago. The
17 quality is -- they are way more expensive to
18 fix and more things break. And I think the
19 role of the compliance investigators is going
20 to be extremely difficult. I think we are
21 going to need more compliance investigators.
22 And I think the role of the used motor vehicle
23 commission, the road ahead is going to be even
24 more difficult and it is definitely needed, I
25 think, I mean. I don't think there is any way

1 the New Car Commission would understand what's
2 going on with the Used Car Commission. It's a
3 complete different beast.

4 MR. ALSALEMEH:

5 Is it appropriate to put it on the
6 agenda for next month? Because there are
7 things that I can put together.

8 MS. MORRIS:

9 Sure. Because they would still be in
10 session. But, like I said, I don't know if
11 there is -- they can still file bills, and
12 haven't seen all of the bills. They can
13 certainly file study resolution, might be
14 something that they do.

15 MR. DONNELL:

16 Let's think about that before we put
17 that on the agenda, you know, it will be
18 reported. If we discuss it and then somebody
19 else is going to get it and then we can open up
20 a new can of worms.

21 MS. MORRIS:

22 We should through the session have,
23 like, a legislative report to review what
24 actually has been filed and all of the bills
25 have not necessarily been filed at this point.

1 MR. HALLACK:

2 One of the things I want you to know
3 and understand right now that if they merge you
4 with the New Car Commission, you are going to
5 have one representative on that board. For
6 3500 dealers, you are going to have one
7 representative. New car people are going to
8 have a lot more representatives on that board
9 for 350 less licensees. And they are going to
10 expect you to be regulated like a new car
11 dealer.

12 MR. PARNELL:

13 Right.

14 MR. BRITT:

15 Well, it's the citizens, the
16 consumers that will suffer, I guess, because
17 that's one of the things that I enjoy about
18 this commission is because whether or not they
19 are always made whole, we are the only shot
20 that they have got to get some help. The New
21 Car Commission is not going to be worried about
22 that. If I need to say it again, I will. We
23 are the ones who can help these folks that need
24 help. And we can do that. And I think we do a
25 good job of doing the best we can do within our

1 perimeters with helping folks. And I just --
2 because I think most of us -- I think all of us
3 in here have served in parts and I think we
4 understand real-life situations. That's what I
5 enjoy about it the most is you get to help
6 people that need help. They don't have
7 anywhere else to go. They don't have anywhere
8 else to go.

9 MR. HALLACK:

10 The biggest and most important power
11 this commission has was given to you in 2018 to
12 have the ability, power, and authority to award
13 restitution. That is huge. Because most
14 people who are buying used motor vehicles, they
15 can't afford to hire a lawyer to go against the
16 used car dealer. And if you go to the New Car
17 Commission and you tell them we would like
18 restitution, that will blow their mind. It
19 would blow the mind of most other agencies in
20 the state of Louisiana that we have the power
21 to grant restitution.

22 MR. HINES:

23 And we have to have that power
24 because as cars are getting -- people are
25 keeping cars longer than they ever kept them;

1 they are getting higher mileage. There is
2 potential for way more problems. A lot of
3 people can't buy a new car. They have to buy a
4 used car and buying high-mileage used cars is
5 the potential for a lot of the problems.

6 MR. PEDERSON:

7 Well, not only the new car dealers
8 but the New Car Commission would be wholesale
9 auctions as well, you know.

10 MR. ALSALEMEH:

11 And then I am just making an
12 assumption, but the problems we have for --
13 like new car dealers, we have these big issues
14 where there is 40 people who didn't get their
15 title and that's something that needs a
16 commission to sort out; whereas, I am assuming
17 that doesn't happen in New Car Commission
18 because they have millions and millions of
19 dollars and, like, big insurance policies.
20 That is not something that I am assuming that
21 they have to deal with.

22 MR. DONNELL:

23 They have something called MSOs that
24 you can't negotiate debt for money like you can
25 for a title. You see what I am saying?

1 MR. ALSALEMEH:

2 But that is not as often as it
3 happens here. People are going under and a
4 couple of hundred dollars that other people are
5 losing. So, I mean, I am not saying that's a
6 huge angle. But, I mean, it feels like it
7 wouldn't be difficult in a case, but I don't
8 know what the provisions are.

9 MR. HALLACK:

10 I will tell you. They are not going
11 to want to fool with restitution, because
12 that's so far out of what they do.

13 MR. WISENOR:

14 They don't hold position of their own
15 bonds. I think the Office of Motor Vehicles
16 holds their bonds.

17 MR. ALSALEMEH:

18 Is this meeting in the summer?

19 MR. DONNELL:

20 The session sends June 3, I think.

21 MS. MORRIS:

22 June 3.

23 MR. ALSALEMEH:

24 Before then we will have to or after?

25 MS. MORRIS:

1 It could be this session or it could
2 be that they are looking at commissions. A lot
3 of the legislators are new. I was looking at
4 the committee list and a lot of them are new
5 and the governor is new, but it is one thing
6 that he has said that he wants to streamline.

7 MR. BRITT:

8 They are on a fact-finding mission.

9 MS. MORRIS:

10 It might not happen in this session,
11 but they might do a study resolution or
12 something that requests information.

13 MR. ALSALEMEH:

14 But they asked us to formally come
15 in?

16 MR. PARNELL:

17 It was a list of boards and
18 commissions last Tuesday to formally come in
19 and just introduce ourselves, you know, who we
20 are and what we do. Kind of a brief. We had
21 less than 10 minutes to do that.

22 But, like I said, we got a call later
23 on and stating, hey, look, this is something
24 that the governor is really supporting to try
25 to consolidate government entities. So there

1 is no time frame. We know that it is going to
2 be in the future. But it kind of gives us fair
3 warning to start the process now and start
4 looking at what we want to present the next
5 time if that comes up.

6 So I want to really start, like,
7 within a week or so probably start
8 brainstorming.

9 MR. PEDERSON:

10 Preparing the defense.

11 MR. ALSALEMEH:

12 If we let them know like during this
13 session -- maybe it's not any interest to say,
14 to reach out to them and say we have these
15 thing we want to speak on.

16 MR. PARNELL:

17 But once it comes to the point where,
18 number one, if a bill pops up like Ms. Morris
19 said, if a bill pops us, if that happens.

20 MR. ALSALEMEH:

21 It would be some benefit to -- I am
22 thinking --

23 MR. BRITT:

24 It is a fact-finding mission. We
25 don't need to create a sandstorm. We need to

1 wait and see. Sheri can tell you because she
2 has got the experience of the Legislature like
3 I do. You just need to wait and see. We will
4 know far ahead of the time if it's going to get
5 where it is time to really drop the bomb in my
6 opinion.

7 MR. HALLACK:

8 I don't know.

9 MR. BRITT:

10 We need to do our homework. We need
11 to be prepared.

12 MR. HALLACK:

13 When we lost recreational vehicles,
14 we had no notice. No discussion, nothing. I
15 was at the legislative working on a --

16 MR. BRITT:

17 But you know it was more to all of
18 that.

19 MS. MORRIS:

20 Kind of an insider.

21 MR. ALSALEMEH:

22 It will give us a chance to go in and
23 ask for more. I think the bigger thing is
24 should try to ask for more. I feel like it is
25 possible to have the same outcome. Look at

1 this year, this happened with these people and
2 these people didn't know what these people did
3 so they should now only keep us, but we would
4 have these powers as well.

5 MR. PEDERSON:

6 Good ahead with not only why you
7 should keep us, but we should have more, you
8 know.

9 MR. PARNELL:

10 We have to be careful with that.

11 MR. HALLACK:

12 Yes.

13 MR. PARNELL:

14 That's incredibly delicate because we
15 have gone in with all of the correct
16 intentions, really good evidence, and see you
17 later, you know. For one reason, because we
18 don't have the lobbying power as an agency.
19 Well, used car dealers don't exercise the
20 lobbying power the way that new car dealers do.
21 So by the time we get -- before we get to the
22 table, it's already gone.

23 MR. ALSALEMEH:

24 Are we competing with them?

25 MR. HALLACK:

1 Oh, yes.

2 MR. ALSALEMEH:

3 With what we ask for?

4 MR. PARNELL:

5 Yes, some of that stuff, yeah.

6 Anything dealing with finance, that's all their
7 purview right now.

8 MR. HALLACK:

9 20 years we had a lot of power in the
10 Legislature. Merck Smiley was a used motor
11 vehicle dealer from St. Amant, he was a
12 representative. We had a -- what was
13 Mr. Hicks, I believe it was, from the
14 Shreveport area that was a used motor vehicle
15 dealer. We had a lot of people in the
16 Legislature that understood used motor vehicle
17 dealerships and what we went through. But it's
18 not -- it hadn't been that way in 10 years.

19 MR. ALSALEMEH:

20 Do new car dealers have that power
21 over finance?

22 MR. HALLACK:

23 Oh, yes.

24 MR. ALSALEMEH:

25 They do.

1 MR. PARNELL:

2 They have had that law for a long
3 time.

4 MS. BARON:

5 The new car commission licences that.
6 If you want a finance licence, you have to go
7 through them.

8 MR. HALLACK:

9 But they changed their rules and
10 regs --

11 MR. PARNELL:

12 Leave that alone.

13 MR. HALLACK:

14 -- to incorporate more origination.
15 If you originate a loan, you have to have a
16 motor vehicle sales finance loan through the
17 New Car Commission. And they expanded the
18 definition of origination to include --

19 MS. MORRIS:

20 Assisting a consumer with an
21 application.

22 MR. HALLACK:

23 Yes. Just handing them an app.

24 MR. ALSALEMEH:

25 I know I keep asking, but this is my

1 last question about it. What if we work with
2 the New Car Commission and we use something
3 under their power. Like I said maybe something
4 with the title. Then our pitch to them would
5 be like this is something you guys would
6 potentially have to do.

7 MR. HINES:

8 That's impossible.

9 MR. HALLACK:

10 Yes.

11 MR. HINES:

12 It's a complete different situation.

13 MS. BARON:

14 Two different.

15 MR. DONNELL:

16 The next thing is they're looking for
17 that \$400 a year.

18 MR. FLOYD:

19 Yes. It is the money.

20 MR. HINES:

21 The worst thing that could happen is
22 that we would merge, ultimately it would come
23 back to combine the two commissions and they
24 were going to have a big mess to clean up.

25 MR. ALSALEMEH:

1 That's what I am saying. If we talk
2 with the New Car Commission, they obviously
3 don't want us either. Do they want that?

4 MS. BARON:

5 Does the New Car Commission actually
6 want that?

7 MR. ALSALEMEH:

8 I would think that we would want the
9 same things. So if we ask for the same things,
10 it would make it easier for us.

11 MR. HALLACK:

12 Well, they want the motor vehicle
13 sales finance license, they want that. Because
14 like Mr. Donnell said, that's \$400 a month --

15 MR. DONNELL:

16 A year.

17 MS. BARON:

18 It's a year.

19 MR. HALLACK:

20 A year, I am sorry, a license, right.
21 So, I mean, they want that money. I don't know
22 how much regulation they actually do of motor
23 vehicle sales finance.

24 MR. WISENOR:

25 I don't think it's much. I think

1 they do have a large percentage of our dealers
2 under that because a lot of -- most of our
3 dealers do indirect lending through different
4 lenders. So it is required for them to have
5 that license.

6 MR. DONNELL:

7 Whether it is going to remain like
8 that because like somebody says, they got a
9 strong enough lobby to make sure that it is
10 going to happen and we don't.

11 MR. PARNELL:

12 It's about the money.

13 MR. BRITT:

14 We need to move on. We have a
15 hearing.

16 MR. FLOYD:

17 The meeting is adjourned. We will
18 take a short recess.

19
20 (Meeting adjourned at 10:50 a.m.)
21
22
23
24
25

REPORTER'S CERTIFICATE

I, BETTY D. GLISSMAN, Certified Court Reporter, Certificate No. 86150, in and for the State of Louisiana, do hereby certify that the Louisiana Used Motor Vehicle Commission March 18, 2024, meeting was reported by me in the stenotype reporting method, was prepared and transcribed by me or under my personal direction and supervision, and is a true and correct transcript to the best of my ability and understanding.

This April 4, 2024, Baton Rouge, Louisiana.

BETTY D. GLISSMAN, CCR
CERTIFIED COURT REPORTER

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\$1400 ^[1] - 10:11 \$2,202,452.53 ^[1] - 6:5 \$206,000 ^[1] - 6:23 \$3,220 ^[1] - 12:11 \$3,475 ^[1] - 6:12 \$30,379.43 ^[1] - 6:24 \$338,123.57 ^[1] - 6:7 \$4,350 ^[1] - 10:15 \$4,796,975.10 ^[1] - 6:6 \$400 ^[2] - 32:17, 33:14 \$429,344.23 ^[1] - 6:21 \$437,580 ^[1] - 6:10 \$5,189.42 ^[1] - 12:25 \$6,500 ^[1] - 10:22 \$75 ^[1] - 10:5	4 ^[2] - 6:13, 35:13 40 ^[1] - 24:14 43 ^[1] - 12:11 5 5 ^[1] - 6:13 6 6 ^[1] - 6:15 60 ^[1] - 12:4 7 7 ^[3] - 6:17, 10:12, 12:2 70810 ^[1] - 2:21 70816 ^[1] - 2:18 73 ^[1] - 12:18 8 8 ^[2] - 6:19, 12:17 8480 ^[1] - 2:20 86150 ^[1] - 35:4 A a.m ^[1] - 34:20 A.M ^[1] - 1:15 AA ^[1] - 10:13 ability ^[2] - 23:12, 35:11 accept ^[3] - 9:7, 11:16, 11:20 accomplish ^[1] - 14:7 account ^[1] - 6:4 accounts ^[1] - 6:19 action ^[1] - 5:25 added ^[1] - 6:22 additional ^[1] - 7:17 adjourned ^[2] - 34:17, 34:20 administrative ^[1] - 9:19 advise ^[1] - 18:14 afford ^[1] - 23:15 AG's ^[2] - 8:17, 8:20 agencies ^[4] - 14:4, 15:4, 15:6, 23:19 agency ^[6] - 13:14, 14:4, 14:7, 14:22,	15:10, 29:18 agenda ^[4] - 13:15, 15:17, 21:6, 21:17 ago ^[1] - 20:16 ahead ^[3] - 20:23, 28:4, 29:6 Allegiance ^[1] - 4:1 alone ^[1] - 31:12 ALSALEMEH ^[23] - 2:4, 4:10, 15:11, 16:13, 17:19, 18:11, 19:6, 21:4, 24:10, 25:1, 25:17, 25:23, 26:13, 27:11, 27:20, 28:21, 29:23, 30:2, 30:19, 30:24, 31:24, 32:25, 33:7 Amant ^[1] - 30:11 amount ^[3] - 10:14, 10:22, 14:11 amounts ^[1] - 14:13 angle ^[1] - 25:6 app ^[1] - 31:23 APPEARANCES ^[1] - 2:1 application ^[1] - 31:21 appropriate ^[1] - 21:5 approve ^[1] - 5:20 April ^[1] - 35:13 area ^[2] - 13:19, 30:14 areas ^[1] - 15:18 assessed ^[1] - 10:21 assigned ^[4] - 12:12, 12:13, 13:1, 13:2 assisted ^[4] - 12:7, 12:10, 12:21, 12:24 assisting ^[1] - 11:12 Assisting ^[1] - 31:20 assuming ^[3] - 15:16, 24:16, 24:20 assumption ^[1] - 24:12 AT ^[1] - 1:15 attempts ^[1] - 19:3 Attorney ^[1] - 8:6 auctions ^[1] - 24:9 audits ^[2] - 12:2, 12:17 authorities ^[1] - 14:1 authority ^[3] - 18:1, 19:24, 23:12 Auto ^[1] - 10:13 automobile ^[1] - 16:23 AVENUE ^[1] - 2:18 Avery ^[1] - 8:19 award ^[1] - 23:12	balance ^[1] - 6:4 bank ^[1] - 6:4 BARON ^[24] - 3:3, 4:4, 4:8, 4:12, 4:16, 4:20, 4:24, 5:3, 5:7, 5:11, 5:16, 7:6, 8:8, 8:21, 9:25, 11:1, 11:6, 19:21, 19:25, 20:5, 31:4, 32:13, 33:4, 33:17 BATON ^[3] - 1:21, 2:18, 2:21 Baton ^[3] - 10:4, 10:10, 35:13 beast ^[1] - 21:3 BEGINNING ^[1] - 1:15 benefit ^[1] - 27:21 best ^[2] - 22:25, 35:11 BETTY ^[3] - 1:25, 35:3, 35:22 between ^[2] - 14:10, 17:13 big ^[3] - 24:13, 24:19, 32:24 bigger ^[1] - 28:23 biggest ^[1] - 23:10 bill ^[2] - 27:18, 27:19 bills ^[3] - 21:11, 21:12, 21:24 binder ^[1] - 6:3 blow ^[2] - 23:18, 23:19 BLUEBONNET ^[1] - 2:20 board ^[4] - 16:21, 19:1, 22:5, 22:8 boards ^[6] - 13:21, 16:20, 16:23, 17:4, 17:5, 26:17 boats ^[1] - 17:14 BOBBY ^[1] - 2:8 bomb ^[1] - 28:5 bond ^[1] - 20:4 bonds ^[3] - 20:8, 25:15, 25:16 BOULEVARD ^[1] - 2:20 brainstorming ^[1] - 27:8 break ^[1] - 20:18 breaking ^[1] - 15:20 brief ^[1] - 26:20 Britt ^[1] - 4:17 BRITT ^[15] - 2:5, 4:18, 5:18, 8:1, 8:15,	8:23, 15:21, 16:10, 17:8, 22:14, 26:7, 27:23, 28:9, 28:16, 34:13 Brown ^[1] - 4:25 BROWN ^[1] - 5:1 BURKS ^[1] - 3:7 business ^[1] - 10:6 buy ^[2] - 24:3 buying ^[2] - 23:14, 24:4 BY ^[1] - 1:24 C car ^[14] - 16:21, 20:15, 20:16, 22:7, 22:10, 23:16, 24:3, 24:4, 24:7, 24:13, 29:19, 29:20, 30:20, 31:5 Car ^[12] - 17:7, 21:1, 21:2, 22:4, 22:21, 23:16, 24:8, 24:17, 31:17, 32:2, 33:2, 33:5 careful ^[1] - 29:10 cars ^[6] - 17:18, 20:13, 20:15, 23:24, 23:25, 24:4 case ^[3] - 17:24, 18:12, 25:7 cases ^[5] - 9:17, 12:12, 12:13, 12:25, 13:1 CCR ^[2] - 1:25, 35:22 CDs ^[1] - 6:18 cease ^[2] - 12:5, 12:19 certainly ^[1] - 21:13 CERTIFICATE ^[1] - 35:1 Certificate ^[1] - 35:4 Certified ^[1] - 35:3 CERTIFIED ^[1] - 35:23 certify ^[1] - 35:5 Chairman ^[2] - 5:12, 13:18 chairman ^[1] - 5:19 chance ^[2] - 17:24, 28:22 changed ^[2] - 20:12, 31:9 chart ^[1] - 9:15 citizens ^[1] - 22:15 Civil ^[1] - 9:20 civil ^[2] - 9:22, 10:21 claims ^[1] - 11:7
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