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5 LOUISIANA USED MOTOR VEHICLE COMMISSION
6 STATE OF LOUISIANA
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13 REGULAR MEETING
14 JUNE 17, 2024
15 BEGINNING AT 9:35 AM
16

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18
19
20 3132 VALLEY CREEK
21 BATON ROUGE, LOUISIANA
22

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

1 APPEARANCES:

2
3 CHAIRMAN:

4 GREGORY LALA

5
6 COMMISSIONERS PRESENT:

7 MR. TRAVIS BROWN

8 MR. JEFFEREY BRITT

9 MR. RICKY DONNELL

10 MR. GEORGE FLOYD

11 MR. WYNDETTE WILLIAMS

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

17
18 ROBERT W. HALLACK, ESQUIRE
HALLACK LAW OFFICE
19 11925 Market Place Avenue, Suite A
BATON ROUGE, LOUISIANA 70816

20
21 SHERI MORRIS, ESQUIRE
DAIGLE, FISSE & KESSENICH, PLC
22 8900 BLUEBONNET BOULEVARD
BATON ROUGE, LOUISIANA 70810

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24
25

1 ALSO PRESENT:

2

3 MS. KIM BARON

4 MR. DEREK PARNELL

5 MS. RHONDA ROBERTSON

6 MS. DaDREJON DODY

7 MR. MONTIE WISENOR

8 MS. TONYA BURKS

9 MR. PERRY ESPONGE

10 MR. MONROE ALLMOND

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1 MR. LALA:
2 Call the meeting to order, please.
3 MS. BARON:
4 Gregory Lala?
5 MR. LALA:
6 Present.
7 MS. BARON:
8 George Floyd?
9 MR. FLOYD:
10 Here.
11 MS. BARON:
12 Matthew Pederson?
13 MR. PEDERSON:
14 (No response.)
15 MS. BARON:
16 Jefferey Britt?
17 MR. BRITT:
18 Here.
19 MS. BARON:
20 Ricky Donnell?
21 MR. DONNELL:
22 Here.
23 MS. BARON:
24 Travis Brown?
25 MR. BROWN:

1 Here.

2 MS. BARON:

3 Wydette Williams?

4 MR. WILLIAMS:

5 Here.

6 MS. BARON:

7 Mr. Chairman, we have a quorum.

8 MR. LALA:

9 Pledge of Allegiance.

10 All right. We did roll call already.

11 Public comments.

12 MS. BARON:

13 Yes, sir. We do. Mr. Steve Olave is
14 here for public comments.

15 MR. OLAVE:

16 Good morning.

17 MR. LALA:

18 Good morning.

19 MR. OLAVE:

20 First of all, many of y'all know me.
21 My name is Steve Olave. I served on this
22 mission for 17 years under three different
23 governors. I am also a consultant to the car
24 industry, used car industry specific. I have
25 new car franchisees as clients. I have used

1 car dealers as clients. I also have a finance
2 company as a client. So I have a pretty unique
3 experience as it pertains to the flow of the
4 used car business.

5 So the first question that I have --
6 and I direct it to the Chairman -- is in the
7 wake of Bill 461, you have to admit that there
8 is some skepticism as to your role as chairman
9 of the commission. So what assurances can I
10 have give my clients and my dealers that you
11 are going to be able to act in an unbiased
12 fashion and protect the people that you have
13 been appointed to serve.

14 MR. LALA:

15 Good question. I appreciate it.
16 It's pretty simple for me. I'm a business
17 owner and I have worn many hats, and I also was
18 on this commission as a dealer for quite a
19 number of years. And I have no agenda with
20 this role. The governor asked me to take it
21 and I did it. I didn't immediately accept. I
22 waited to make sure that I could look at things
23 in individual fashions and I can tell you that
24 I understand both commissions. I understand
25 that there is also differences in the two. And

1 I also understand that there is quite a bit of
2 difference between types of used car dealers.

3 I think that I can end up with a plan
4 to protect everybody. But make no qualms about
5 it, commissions are here -- let's take both of
6 them. So the other commission is built to
7 protect manufacturers, distributors, dealers --

8 MR. OLAVE:

9 You mean the LMVC?

10 MR. LALA:

11 Yes, sir. And consumers. I will
12 look at this one to protect the dealers. I
13 look at it to protect every one of the other
14 people who it represents. But I look at more
15 as a need to protect the consumer. And I look
16 at both commissions to protect the consumers
17 the most. And I will always err on the side of
18 the consumer.

19 I have been a businessman my whole
20 life. I believe in good business. I do not
21 believe in misrepresentation. I do not believe
22 in taking care of a -- not taking care of a
23 consumer because, at the end of the day.
24 Without them, none of us have a job. And so
25 you can rest assured that in the time to come

1 there will be -- Mr. Parnell and myself met
2 last week and I think that we found it -- we
3 feel that we have some similarities in the way
4 we think. We both believe very much in the
5 consumer. And that's truly my goal right now.

6 It's the 80/20 rule with almost
7 everywhere you go whether it's business or
8 anything else. 80 percent of the dealers,
9 business people, are really good. But 20
10 percent of the ones that I have a problem with,
11 and they are everywhere, okay. I am not
12 narrowing used cars certainly. But that's my
13 goal.

14 That -- I guess that's my answer to
15 your question.

16 MR. OLAVE:

17 Thank you for your answer. So you
18 feel like you can -- to rephrase it, you can
19 impartially represent the used car industry?

20 MR. LALA:

21 I am positive that I can.

22 MR. OLAVE:

23 If you don't mind, I would like to
24 ask a question. Is the new car -- it is
25 convenient that you are here because there are

1 some questions that I was going to pose to the
2 commission. Is New Car Commission still
3 collecting the sales finance license?

4 MR. LALA:

5 Yes.

6 MR. OLAVE:

7 I would like to enter into the
8 record. This is a summary of a case that was
9 heard, Larocca versus The Louisiana Motor
10 Vehicle Commission.

11 MR. LALA:

12 Very familiar with it.

13 MR. OLAVE?

14 That's the summary page. This is the
15 entire summary of the case.

16 So is everybody familiar with the
17 Larocca case verus Louisiana Motor Vehicle
18 Commission? Some are familiar. Would you
19 mind, there is a summary on your page -- on
20 your desk and the entire copy is available to
21 you. But what I would like to do if I could is
22 give you what I believe is a summary of the
23 case.

24 This is the gist of this case. The
25 Louisiana Motor Vehicle Commission brought a

1 case against an individual, Joseph Larocca.
2 And, please, anybody correct me if I am wrong.
3 And that case included fines because they
4 determined he had loan origination and their
5 definition of loan origination was a loan
6 application; is that correct?

7 MR. LALA:

8 I will agree with that.

9 MR. OLAVE:

10 All right. At that time, the
11 Commission have had a hearing, I believe, in
12 '21, if I am not mistaken. And they found
13 Joseph Larocca guilty, I guess, of taking
14 credit applications without a sales finance
15 license. Joseph Larocca took that case to the
16 24th JDC in which the 24th appealed -- for
17 judicial review and appealed the case to the
18 24th JDC. The 24th Judicial District Court
19 decided -- hold on, I got a couple of notes
20 here just so I don't make a mistake.

21 The 24th JDC court dismissed the
22 motor vehicle -- the Louisiana Motor Vehicle
23 Commission actions against Larocca. That
24 judgment was issued 3/10 of '22. These dates
25 are important. These are some -- some of the

1 language the 24th used finding the substantial
2 rights Larocca had been prejudiced and LMVA's
3 decision is an error of law, arbitrary and
4 capricious. Is an excessive of statutory
5 authority.

6 So did the trial court do it right?
7 Well, fortunately, the New Car Commission
8 appealed it and the Fifth Circuit, a
9 three-judge appellate court heard it and
10 decided on May 10 of '23. And it said "When a
11 law clear and unambiguous and its application
12 doesn't need to assert consequences, the law
13 shall be interpreted as having the meaning that
14 best conforms to the purpose of the law. An
15 administrative agency cannot go too far afield
16 from letter of the law even if it perceives
17 that it is furthering the law's spirit."

18 So based on the appellate decision, I
19 am going to ask you again why are you still
20 collecting the sales finance license?

21 MR. LALA:

22 I am not willing to answer that
23 question today. I will tell you this. We got
24 a lot of work to do here with both of these
25 commissions and I plan on doing it to the best

1 of my ability.

2 MR. OLAVE:

3 You understand the concerns posed by
4 the --

5 MR. LALA:

6 No, no.

7 MR. OLAVE:

8 -- the appellate decision --

9 MR. LALA:

10 No.

11 MR. OLAVE:

12 -- and the continuation?

13 MR. LALA:

14 To answer your question, no, no, I do
15 not.

16 MR. OLAVE:

17 So you don't believe there is any
18 problem collecting the sales finance license
19 after the decision was defined by the appellate
20 court?

21 MR. LALA:

22 I believe that I answered your
23 question already.

24 MR. OLAVE:

25 Fair enough.

1 MR. LALA:

2 All right.

3 MR. OLAVE:

4 Thank you for your time.

5 MR. LALA:

6 Thank you, sir.

7 Any further public comments?

8 MS. BARON:

9 No, sir.

10 MR. LALA:

11 All right. The adoption of the
12 approval of the minutes.

13 MR. DONNELL:

14 So moved.

15 MR. WILLIAMS:

16 I second.

17 MR. LALA:

18 Mr. Donnell and a second.

19 All in favor.

20 (All "Aye" responses.)

21 Any opposed?

22 (No response.)

23 Motion carries.

24 Items for discussion and action.

25 Financial report.

1 MS. ROBERTSON:

2 Good morning.

3 MR. LALA:

4 Good morning.

5 MS. ROBERTSON:

6 Okay. If we can look through on
7 page 1 -- I'm sorry. I am Rhonda Robertson. I
8 am the new account manager here at LUMVC.

9 MR. LALA:

10 Pleasure to meet you.

11 MS. ROBERTSON:

12 Nice to meet you, too.

13 The balance in the bank account on
14 May 31 was \$2,201,779.96. The total net
15 position is a negative 334,698.06. But let's
16 keep in mind that this includes the OPEB
17 liabilities of 10.5 million that Roy explained
18 during the June meeting is a liability that the
19 State is requiring us to carry on the balance
20 sheet although it's not a true liability.

21 Okay. And then if we turn to page 3.

22 MR. LALA:

23 Excuse me real quickly. How is it
24 not a real liability? Is it that for the -- is
25 that the one for the --

1 MR. BRITT:

2 Retirement.

3 MR. LALA:

4 -- retirement?

5 MS. MORRIS:

6 It's a real liability but it's not a
7 current liability.

8 MR. DONNELL:

9 Do y'all carry that with the New Car
10 commission?

11 MR. LALA:

12 I think every commission has to.

13 MR. BRITT:

14 Every commission, every public
15 agency. Sheriff, you have to carry it. It
16 really is misleading in a lot of ways.
17 Especially when you take a rural office, public
18 office, if somebody doesn't understand finances
19 and then they read it, their eyes get that big
20 around and say, man, what are you doing?

21 MR. LALA:

22 Correct.

23 MR. BRITT:

24 And it's been there since the
25 beginning of the retirement system and all of

1 that. But in the last few years, it's
2 caused --

3 MR. LALA:

4 Big numbers?

5 MR. BRITT:

6 Yes.

7 MS. ROBERTSON:

8 Yes. And on pages 3 through 5, it
9 will show you your revenues for the month of
10 May, the year-to-date revenues for the license
11 increases by \$5,170 compared to last year. Our
12 revenue from the PTA renewal convenience fees
13 also increased by \$5,165.

14 And on page 4 and 5, you will notice
15 that the expenses remain within the normal
16 range. And page 6 shows a chart of our
17 licenses that have been sold. And being that
18 we are in the renewal season, it's kind of slow
19 right now.

20 And page 7 shows our current CDs.
21 Our next one at Campus Federal is set to renew
22 in July -- on July 20 and we are looking into
23 moving them over to another place. And the
24 last page is page 8, shows our accounts
25 receivables. We didn't have any new fines or

1 received any payments so it stayed the same
2 balance, \$429,344.23.

3 MR. BROWN:

4 I got a question.

5 MS. ROBERTSON:

6 Yes.

7 MR. BROWN:

8 On Matamoros, didn't we make a
9 settlement with him on the final payment? Why
10 are we still carrying this?

11 MS. ROBERTSON:

12 But it was with stipulations for,
13 like, a year.

14 MR. BRITT:

15 It is still staying there due to the
16 stipulation.

17 MR. DONNELL:

18 He is on probation.

19 MR. PARNELL:

20 Instead of \$250,000, the board
21 accepted 235,000 with the exception that if he
22 makes any mistakes or comes in front of this
23 board within the next year, then the rest will
24 be due.

25 MR. BRITT:

1 It will show there until the year is
2 up.

3 MS. MORRIS:

4 It is just kind of a contingent
5 liability that will be written off if he
6 successfully completes probation.

7 MR. LALA:

8 The 15 will be written off, correct?

9 MS. MORRIS:

10 Yes. He's paid the 235.

11 MS. ROBERTSON:

12 Yes, he did.

13 MR. DONNELL:

14 Ms. Rhonda, did y'all discuss anymore
15 about all of these 2021s, just writing them
16 off? Because it looks like to me everything
17 has been paid is the bond.

18 MS. ROBERTSON:

19 Correct. We were -- last time we
20 discussed waiting until the new governor got in
21 office to see if anything would change. But we
22 can go back and see how we want to proceed with
23 those.

24 MS. MORRIS:

25 They can be referred to the Attorney

1 General's Office.

2 MR. PARNELL:

3 I think they all have been.

4 MS. ROBERTSON:

5 I think the majority of these have.

6 MR. PARNELL:

7 But it's just slow payments on that.

8 I thought we got something, like, \$200 from
9 something for the past couple of ones.

10 MR. DONNELL:

11 Mr. Parnell, I'd like to make a
12 motion that we take Talley and write him off,
13 because he is the only one that has paid. And
14 I think that he's done the best that he could
15 do.

16 MR. LALA:

17 Okay. Any discussion?

18 MR. BRITT:

19 I second it. He is out of it. I
20 thought about this. Out of all of that bunch,
21 he is the only one that stepped up and paid
22 any. And he's -- yes, he did the right thing.

23 MR. LALA:

24 All in favor.

25 (All "Aye" responses.)

1 Any opposed?

2 (No response.)

3 Motion carries.

4 MR. BRITT:

5 Will y'all send him a letter to that
6 effect?

7 MR. PARNELL:

8 Yes. We will send him a notice.

9 MR. LALA:

10 Okay.

11 MS. ROBERTSON:

12 All right. Any other questions on
13 the financials?

14 MR. DONNELL:

15 I make a motion to accept.

16 MR. WILLIAMS:

17 Second.

18 MR. LALA:

19 All in favor.

20 (All "Aye" responses.)

21 Any opposed?

22 (No response.)

23 Motion carries.

24 Thank you so much.

25 MS. ROBERTSON:

1 Our next business is the budget for
2 '24/'25. It is past the blue page.

3 Okay. And if you take a look over at
4 our numbers are pretty much the same, running
5 about the same as last year. We made an
6 adjustment in salaries to accommodate the merit
7 increases that's coming in July.

8 And on the very last page for capital
9 outlay for vehicles, we added \$50,000 because
10 we are looking to replace two vehicles. One of
11 our investigators totaled his car. So he is
12 now in the pool car which is kind of old. So
13 we are trying to update the pool car as well.
14 And we added 20,000 under capital outlay office
15 to cover some maintenance and painting and
16 stuff that we may need around the office.

17 MR. PARNELL:

18 With that -- with the vehicles, one
19 of those vehicles, it was totaled in an
20 accident and the State, the insurance policy,
21 is going to pay out, I think, \$14,800 on that
22 vehicle. But they won't -- it's not going to
23 be paid out until after we purchase another
24 vehicle and then we will adjust that back to
25 us.

1 MR. BRITT:

2 Are you going back with Dodge?

3 MR. PARNELL:

4 Well, Dodge wasn't on a current
5 contract. So what I'm trying to wait for is
6 beginning of the fiscal year of July 1 just to
7 see what types of vehicle are out there for,
8 you know, purchase. And the cost has gone up
9 significantly on those vehicles just from a few
10 years ago.

11 MR. DONNELL:

12 I fool with vehicles. You need to
13 adjust that up a little bit. About 50 will
14 about get one.

15 MR. PARNELL:

16 Well, that's true. But the vehicles
17 that I was looking at, I think it was about --
18 they were about 36,000. And if I was to get
19 that 14,000 back off, that's why I put it at
20 50. That's why I made that adjustment. If we
21 need to do anything, we can, you know. It's
22 just to you-all how you want to do it.

23 MR. BRITT:

24 It will be interesting to see what
25 the state contract has.

1 MR. PARNELL:

2 I would like to see what vehicles are
3 out there because I don't think that we can get
4 the Dodges anymore, the Dodge Chargers.

5 MS. BARON:

6 They were taken off.

7 MR. PARNELL:

8 And they put the 300 -- Chrysler 300
9 on it.

10 MR. BRITT:

11 On the State contract?

12 MR. PARNELL:

13 Yes. The Chrysler 300 is on there.

14 MR. BROWN:

15 Under the UD license, what's the
16 difference there? Why does it come up? It is
17 on the very first page.

18 MS. ROBERTSON:

19 What's the difference?

20 MR. BROWN:

21 It says projected variances good or
22 bad, negative \$250,000. Why is that?

23 MS. MORRIS:

24 Is that because of the territory
25 because we are doing every other year license?

1 There is a difference between those.

2 MR. PARNELL:

3 That's the difference. Like, you
4 have District 1, 2, and 3 that are all licensed
5 together. District 4 and 5 are licensed
6 separately but they are all staggered. And so
7 the difference between those two are usually
8 about that much because one is more dense.

9 MR. BROWN:

10 I think I asked the same question
11 every year.

12 MR. PARNELL:

13 District 4 and 5 have way more than
14 District 1, 2, and 3. Well, not way more, but
15 it's that.

16 MR. DONNELL:

17 You said salaries stayed the same?

18 MR. LALA:

19 Well, we are projecting a loss of
20 over a quarter-million dollars.

21 MS. MORRIS:

22 Just less revenue than the prior
23 year. That appears every other year when it
24 flips.

25 MR. LALA:

1 So does the second year pick it up?

2 MS. MORRIS:

3 We have two-year licenses. So the
4 districts with the lower number in that year is
5 lower and then it goes back up.

6 MR. LALA:

7 Okay. But if I can take the two-year
8 average, let's call it last year and we can
9 call this year next year. Will I have a
10 positive number there?

11 MR. PARNELL:

12 Yes, yes.

13 MR. LALA:

14 Here is a better question. Where do
15 we end this year?

16 MR. PARNELL:

17 The end of this current year.

18 MR. LALA:

19 So if I understand this correctly,
20 actual estimated, it is 224,000?

21 MR. PARNELL:

22 So actually where we were at the
23 point when we did these finances, we were at
24 218,600 but you are estimating 224,600 at the
25 end of the year.

1 MR. LALA:

2 So for the two-year average, we are
3 still show losing money; am I correct? If I am
4 reading it correctly, it shows an estimated
5 fiscal year 6/30/2024 of revenue of 1.573. And
6 the estimated expenses for the same period of
7 1486. What is that? Right at 90,000 of
8 income. We have a proposed budget of a loss of
9 270. So it shows a two-year loss of \$200,000
10 dollars.

11 Does next year propose to get us out
12 of it? Or are we on a constant slide downward?

13 MS. ROBERTSON:

14 No, next year should help bring us
15 up.

16 MR. LALA:

17 Yes, ma'am. But will it?

18 MR. PARNELL:

19 It is consistently going up or down.

20 MR. LALA:

21 Right, right.

22 MR. BROWN:

23 So you put the budget here at the
24 475. Is that based on a two-year? Because
25 under our income has always been about 280. We

1 skip 22, 221 and then we will be at 224 this
2 year. The only thing that is skewing the
3 number is that budget number at 475. That's
4 why I question it every year, I guess. I don't
5 know.

6 MR. LALA:

7 Tell me what is skewing it?

8 MR. BROWN:

9 The budget numbers, the '23/'24
10 budget numbers have a budget of 475.

11 MR. LALA:

12 Oh, you are talking about the used
13 dealer licenses?

14 MR. BROWN:

15 Yes. Just on the UD license.

16 MR. LALA:

17 So this my first time reviewing all
18 of this. So what I understand is 2023/'24, we
19 budgeted 475, but we brought in 225; is that
20 right?

21 MR. PARNELL:

22 Yes, correct.

23 MR. LALA:

24 And excuse my ignorance, but help me
25 understand again how would the budgeted versus

1 actual be so different if we know every other
2 year we have a variance in the number of
3 licenses to get renewed?

4 MS. ROBERTSON:

5 Because we also have -- when we pay
6 for the two-year license of \$400, 200 goes to
7 your current budget and 200 is deferred because
8 that is not recognized until January of the
9 next year. So then in January we'll pull that
10 deferred revenue over into the current budget.

11 MR. LALA:

12 But I don't know if that answers why.
13 We would have known that prior, right?

14 MS. ROBERTSON:

15 Right.

16 MR. LALA:

17 So, I guess, I still share your
18 question.

19 MR. BROWN:

20 It's just the way they are keeping
21 it. I understand what you are talking about.
22 The money comes back next year and we put it,
23 but I understand. That's why I question it
24 every year because it always make the numbers
25 look skewed.

1 MR. LALA:

2 But that's not income, that's
3 deferred?

4 MR. BROWN:

5 Which is part of the budget that's
6 deferred for the following year.

7 MR. LALA:

8 Well, I recommend -- thank you for
9 the report. I think we need to take a look at
10 this.

11 MR. BROWN:

12 Is there another way we can carry it
13 rather than have it like 475?

14 MS. MORRIS:

15 When we went to the two-year license,
16 there was a lot of discussion with the
17 accountant. We have an accountant we contract
18 with, who is Roy Hebert, as to how it would be
19 handled because of the two-year license. And
20 that's what the State approved because that
21 deferred inflows. So that your current revenue
22 is your deferred from this last year plus any
23 new licenses. So it is confusing on the
24 report.

25 MR. LALA:

1 Yes. That's what is confusing to me
2 for '23/'24, 23 show the 475. You collected
3 225, but this year coming we are showing
4 collecting another 475. So does that mean we
5 are collecting 7 1/4? Probably not, right?

6 MS. MORRIS:

7 Because this year, half will be
8 deferred.

9 MR. LALA:

10 We will take a look at it.

11
12 MR. DONNELL:

13 So you want to table this?

14 MR. LALA:

15 I think we should. I certainly don't
16 want to go on a negative budget. And maybe you
17 can --

18 MR. DONNELL:

19 When is this budget due?

20 MS. MORRIS:

21 June 15 in order to pay for
22 expenditures starting July 1st.

23 MR. LALA:

24 So we don't have time to defer.

25 MS. MORRIS:

1 This is the first meeting. You can
2 always amend it.

3 MR. LALA:

4 That's what we can do then.

5 MS. MORRIS:

6 Because you need to pay payroll
7 before your next meeting.

8 MR. LALA:

9 Oh, yes. We definitely want to do
10 that.

11 By the way, I love taking care of our
12 people here. I said the consumer, but I will
13 tell you the people who work in these agencies
14 mean a lot to me, a whole lot to me. Public
15 servants are -- let's face it, good people are
16 hard to find and we take care of the very best
17 that we can. That's the other part of what I
18 would like to do.

19 All right. Do I have a motion to
20 accept it?

21 MR. BRITT:

22 I make the motion to approve.

23 MR. BROWN:

24 Second.

25 MR. LALA:

1 Motion and second.

2 All in favor.

3 (All "Aye" responses.)

4 Any opposed?

5 (No response.)

6 Motion carries.

7 I think we are down to the
8 enforcement report, correct?

9 MR. WISENOR:

10 Mr. Chairman, my name is Montie
11 Wisenor. I am the field supervisor, compliance
12 investigators supervisor. I have the monthly
13 production report totals for the month of May
14 2024.

15 There were four audits conducted.
16 There was one notice of revocation issued.
17 There were 84 site visits conducted. There
18 were no cease and desist issued. There were 17
19 titles or registrations that were assisted --
20 consumers were assisted in receiving through
21 complaints filed. There were five violations
22 delivered. There were three refunds that were
23 issued which total \$7,604.35. There were 24
24 cases closed that were assigned. There were 31
25 cases that were not assigned. And 21 physical

1 inspections conducted for the month of May, May
2 of 2024.

3 MR. LALA:

4 Compare that to a year ago for me.
5 Just how does it feel?

6 MR. WISENOR:

7 They vary. Every month it varies
8 depending on the time of the year. When sales
9 are up and right after, say, tax season, maybe
10 a couple of months after, they start --
11 consumers have bought vehicles. They start
12 having issues and file complaints or not able
13 to receive titles. Just vary -- they vary
14 every month. It seems like year to year.

15 MR. LALA:

16 Thank you for that. So this is
17 where -- this is where being a part of both
18 commissions may help us just a little.
19 Specifically, your crew -- I want you guys
20 to -- if you heard this before, excuse me for
21 repeating. But I want you to be aware of where
22 we are in the economy right now. We are seeing
23 it a lot. This little bump in the road called
24 COVID came along. And lots and lots of money
25 got thrown into the economy as we know and lots

1 of things got purchased. And so we found that
2 a lot of these business people overspent what
3 they should have and we are finding ourself in
4 a situation right now where the person getting
5 hurt is the consumer. We are finding massive
6 amounts of taxes not paid, extended warranties
7 not paid, products that these consumers bought.
8 Worst of all, trades not getting paid off.

9 That is where you guys probably want
10 to focus as much as you can right now. We have
11 got some pretty big cases going on with that.

12 MR. WISENOR:

13 Yes, sir. We do as well. Pending,
14 you know, the audits that we're conducting, we
15 are gathering information to put the cases
16 together and bring them to the Board. But you
17 are right, a lot of dealers are going out of
18 trust with their floor planner.

19 MR. LALA:

20 It's horrible. It's horrible where
21 we are at right now. And it didn't have to be
22 that way.

23 MR. WISENOR:

24 Yes, sir. The majority of what we
25 deal with is trying to trace the -- track down

1 titles to secure them for these customers.

2 MR. LALA:

3 Yes, yes.

4 MR. WISENOR:

5 And file claims against bonds to try
6 to recover losses. They all vary. Every case
7 seems to be a little different than the other.

8 MR. LALA:

9 Well, we fought over the idea of some
10 of these, is it better to leave the place open
11 and try to get more paid? I am of the opinion
12 that once we learn that there is an inherent
13 problem that has lasted for some time and that
14 dealer has been behind for some time and his
15 track record is getting worse, I see no way
16 ethically we can say it's better to let them
17 continue. And here is why. If we have the
18 knowledge of what's going on, we are hurting
19 that next consumer. And that next consumer,
20 whoever it is at the end of that rope, right,
21 is not going to be the one to get his title
22 perfected or his taxes paid or whatever. Let's
23 be aware of that.

24 That's the environment. Hopefully,
25 it won't last very much longer, but it's here.

1 This is the world that we are living in today.

2 MR. DONNELL:

3 My understanding there is a new car
4 dealer in North Louisiana that it's for sale
5 but the one buying it had to go in and pay the
6 tax liability off, the sales tax liability off
7 before they could proceed.

8 MR. LALA:

9 I am not familiar with that one.

10 MR. DONNELL:

11 I will talk to you after the meeting.

12 MR. LALA:

13 I mean, as long as they get paid.
14 That's all that I care about, right?

15 MR. DONNELL:

16 Yes.

17 MR. LALA:

18 I want that consumer taken care of.
19 But imagine that the consumer goes out there in
20 good faith to buy something and they don't
21 know. And they look at us. They look at us as
22 a commission and say, you guys are here to
23 protect me.

24 Okay, great. Thank you for the
25 report.

1 Executive director's report.

2 MR. PARNELL:

3 Not quite a bit happening right now.
4 It's kind of much of our offseason as we are
5 kind of preparing for our license renewal
6 period that starts in September/October.

7 One of the things I am looking --
8 really looking into doing is not necessarily
9 upgrading, but doing some improvements on our
10 website. One of the areas that we do is our
11 dealer seminar. It is pretty much geared
12 towards all of our new dealers that's coming
13 in. We have been conducting those remotely via
14 Zoom. So most of our new guys, they can login
15 and they kind of have -- they set their time.
16 They request a time frame upon which they can
17 have -- they sign up for their dealer seminar
18 and they go through that process. And that's
19 something that we have always done for our new
20 dealers as well as dealers that have had some
21 violations. And we need to reinforce some of
22 the laws and rules with them. They, you know,
23 may well have paid their fines and what not and
24 they are still trying to operate a business, we
25 always require them to come back and go through

1 that dealer seminar.

2 One of the areas -- the main area
3 that I am looking at trying to do some
4 improvement is our continued education. We
5 know a couple of years ago we passed that
6 legislation that basically said that in order
7 to continuously receive a dealer's license on
8 the renewal period, you have to have continuing
9 education completed prior to get that dealer's
10 license.

11 What I am looking into doing, I spoke
12 to a couple of state agencies, I kind of want
13 to model it much more like how the Department
14 of Ethics requires ourselves as entities --
15 well, as state workers as well as
16 commissioners, we have to take the ethics, we
17 have to take cyber security, those type of
18 things where you can go out and you get a
19 transcript. But you can kind of go in and
20 login and do that at your will. It's not
21 necessarily depending on when we are providing
22 the service for them.

23 I want to be able to provide that for
24 our dealers, our licensees on our website.
25 That way they will be able to go out and know

1 the license renewal period is coming up and
2 that requirement is. You are going to have to
3 have that transcript in order to get that
4 license. They will have the opportunity to go
5 out there anytime 24 hours a day in order to
6 get that continued education complete.

7 So that's something that I am really
8 looking forward to trying to work on, trying to
9 get that established because when the laws
10 changed regularly, yearly, and we also want
11 them to make sure that our licensees are
12 updated on what we are doing not necessarily in
13 a reactive state, kind of where -- kind of
14 operate somewhat sometimes now. Is that once
15 something has happened, now we go in and try to
16 educate you again and try to help you
17 throughout the process. I kind of want to get
18 ahead of it, and by making them required
19 yearly, they wouldn't be able get their license
20 renewed until that component is done.

21 So that's one of the areas that I am
22 really looking -- trying to push that we can
23 get our improvements done on your website so
24 that way we can incorporate that with what we
25 are doing.

1 And the other thing, we kind of
2 talked about it already. We are looking to buy
3 two State vehicles.

4 But other than that, any questions?
5 Comments? Concerns?

6 MR. LALA:

7 I think it's important. I think it
8 is very important, the continuing education.

9 MR. PARNELL:

10 Because I talked to some dealers,
11 well, I haven't been to a dealer seminar in
12 four, five years, you know. Well, that's
13 really geared to the new dealer and the dealer
14 that's had issues. But the continuing
15 education I believe is something very necessary
16 for all licensees just the way that law
17 changed -- any law changes. Another component
18 that can affect the industry, they need to know
19 about it regularly.

20 MR. LALA:

21 Most professionals have to do
22 continuing education.

23 MR. PARNELL:

24 Yes.

25 MR. LALA:

1 Okay. Great.

2 All right. Items for next agenda.

3 MR. HALLACK:

4 Mr. Chairman.

5 MR. LALA:

6 Yes, sir.

7 MR. HALLACK:

8 We will have two hearings next month.

9 One of them will be quite a large hearing.

10 MR. LALA:

11 Okay.

12 MR. HALLACK:

13 Just want to make sure that you try
14 to attend so we have a quorum.

15 MR. PARNELL:

16 Do you think we have large items on
17 the agenda? Any ratifications?

18 MS. BARON:

19 We will have some ratifications?

20 MR. PARNELL:

21 How much --

22 MR. LALA:

23 Time?

24 MR. PARNELL:

25 Yes, we are trying to gauge because

1 we have some large hearings.

2 MR. LALA:

3 Any discussion about the next agenda?

4 It looks like we have a hearing
5 today.

6 MR. BRITT:

7 Can we take five minutes before we
8 start the hearing?

9 MR. LALA:

10 I will be happy to.

11 MR. HALLACK:

12 Before you adjourn, Mr. Chairman, the
13 licensee -- well, he is not a licensee anymore
14 but he's outside. He approached one of the
15 investigators about trying to resolve this.
16 He's got an attorney with him. If it is okay
17 if somebody to speaks with them and see what he
18 wants to do.

19 MR. LALA:

20 Sure.

21 MS. MORRIS:

22 You have to adjourn.

23 MR. LALA:

24 All right. Motion to adjourn the
25 meeting.

1 MR. BRITT:

2 Motion.

3 MR. WILLIAMS:

4 Second.

5 MR. LALA:

6 Second.

7 All in favor.

8 (All "Aye" responses.)

9 Any opposed?

10 (No response.)

11
12 (Meeting adjourned at 10:14 AM.)

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 June 17, 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 July 1, 2024, Baton Rouge, Louisiana.

BETTY D. GLISSMAN, CCR
CERTIFIED COURT REPORTER

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