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1	MR. ROY:	
2	Here.	
3	MS. BARON:	
4	Steve Olave?	
5	MR. OLAVE:	
6	Here.	
7	MS. BARON:	
8	Ricky Donnell?	
9	MR. DONNELL:	
10	(No response.)	
11	MS. BARON:	
12	And Richard Watts?	
13	MR. WATTS:	
14	Here.	
15	MS. BARON:	
16	Mr. Chairman, we have a quorum.	
17	MR. TAYLOR:	
18	Okay. I'm assuming there's no	
19	one here for public comments?	
20	MS. BARON:	
21	No.	
22	MR. TAYLOR:	
23	I guess we need a motion for	
24	adoption and approval of the minutes.	
25	MR. SMITH:	

I make a motion. 1 2 MR. OLAVE: 3 I second the motion, Mr. Chairman. 4 5 MR. TAYLOR: 6 And, Ms. Mona --7 Oh, we have to take a vote for --All in favor? 8 (All "Aye" responses.) 9 10 MS. ANDERSON: 11 Okay. If you'll turn in your 12 packets, we have two sets of financials to 13 go over and budget amendments. For the 14 statement of net position for April, the 15 total current assets were \$3,051,417; of 16 that, \$2,441,553 was cash in the bank. 17 accounts receivable hearing fines was 18 \$191,648. 19 Further down the page, the current 20 liabilities -- the total of the current 21 liabilities was \$70,294. \$32,967 of that 2.2 was for benefits payable and the remainder 23 of it was the accounts payable claims 24 against bond and escrowed fines.

On Page 2, the deferred revenues were

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1 \$296,330. Moving on to the statement of 2 revenue, expenses, and changes in net 3 position, the month-to-date revenue was lower than in 2016 and that's primarily 4 because some auction transaction fees were 5 6 not received until the first of May. 7 Year-to-date revenues, however, were higher again due to the auction transaction fees. 8 9 Fines -- hearing fines were still lower this 10 year than last. 11 On Pages 4 and 5, the expenses decreased by 12 \$37,000 from 2016. And the year -- on Page 5, the year-to-date net position was 13 14 \$471,834. On Page 6, there's a comparison 15 -- a four year revenue comparison. So you 16 can see district to district how the revenues changed. The most significant 17 increases were in the auction transaction 18 19 fees. And our interest on our operating account is going back up. So we had a 20 21 significant increase there. 22 Page 7 is the visual comparison of five of the licenses. The license fees decreased 23 2.4 somewhat from the -- year before last, the like districts. Turning on to the next 25

1 page, the year-to-date budget to actual 2 expenditures, there's a graph of the 3 expenditures compared to the budget. And in 4 a few minutes, we'll be reviewing the 5 proposed budget amendments. 6 On Page 9, the CDs at -- the Landmark Bank 7 CDs renewed at point 60 percent. On Page 8 10, the hearing fines accounts receivable 9 report shows that \$13,300 was assessed in 10 April and we received payments of \$2,850. 11 The balance at the end of April was 12 \$191,649. 13 Do we want to approve the April financials? 14 MR. OLAVE: 15 I make a motion we approve the 16 April financial statement. 17 MR. CORMIER: 18 Second. 19 MR. TAYLOR: 20 All in favor? 2.1 (All "Aye" responses.) 22 MS. ANDERSON: 23 And moving on to May, on the 2.4 statement of net position, the total cash in 25 the bank was \$2,430,369. Accounts

receivable hearing fines was \$213,448.

There was no change in the non-current assets or in the deferred outflows. The current liabilities, the liabilities increased in accounts payable. That's mainly the attorney invoices were carried over from April to this meeting, because they have to be approved by the Commission.

On the next page, the deferred revenues went to \$300,730.

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On Page 3, the statement of revenues, expenses, and changes in net position, both the month-to-date and the year to date were higher in May. The month to date, of course, being higher, because that's those action transaction fees that came in. They were April fees that came in, in May.

On Pages 4 and 5, the expenses decreased approximately \$30,000, primarily in salaries and related benefits. At the bottom of Page 4, you can see there was an increase in maintenance. We had some plumbing, lighting, air-conditioning work done. Pretty much every year, our

air-conditioners need some sort of servicing. So there was an increase there.

On Page 5, the year-to-date net position was \$457,201. Again, Page 6 shows you those year-to-date revenues, so you can compare every other year the districts. And the -- Page 7 is the graph of that -- those figures.

Page 8 is our budgeted to actual expenditures, not much change there since it's year-to-date. And on Page 9, the certificate of deposit summary, there were no changes in May. On Page 10, our hearing fines, since we didn't have a meeting, we did process a previously approved fine on Wayne Toms, \$23,600. That -- those were the only fines that were assessed during that period and there were no collections. The balance in that account being \$213,448.

MR. TAYLOR:

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I need a motion to accept the May financial statement.

MR. CORMIER:

I make a motion.

MR. OLAVE:

I second the motion.

2 MR. TAYLOR:

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All in favor.

(All "Aye" responses.)

MS. ANDERSON:

Also, included in your binders are the budget amendments. Since this is June, we're going to amend our 2016/17 budget to bring it in line with the few changes that happened throughout the year. Again, we do this budget about a year and a half ahead of the actual expenditure -income revenue expenditures. And so there's some adjustment that needs to be made. The revenue -- the proposed budgeted revenues were \$1,487,490 and we expect to come somewhere close to that in revenues. On the expenditure side, there were some changes in line items, but as you can see on the second page there, the column in green, the net is going to be zero change in the total expenditures. We're just moving money around at the end of the year.

On the first page, the salaries and related benefits, there were positions

that we had budgeted for that were filled later in the year than we had originally budgeted, and so that resulted in some overtime. So we have an increase in salaries overtime line item. The health insurance, we had a rate increase -- I'm sorry, a rate reduction in 2016. But, again, we had a rate increase in '17 and we're about to meet regarding the new changes that they're going to bring for 2018.

Underneath that, the travel for employees, we started having seminars on Monday and Tuesday, and so in some cases where our investigators travel and they include other investigations or inspections that they need to do at the same time. So they stayed overnight to do the seminars. Other operating expenses that we are moving money to, computer-related expenses are expenses related to our new program. We had to pay the down payment on it and to get started and we had some -- they had to pull our data, things like that.

On the maintenance janitorial

line, last year, we had attempted to move our maintenance of our office to a three day a week and that just didn't work out for us. So we moved it back to five days a week. Ιt just -- we couldn't keep the office clean on three days a week.

Under the rental category, we purchased a new postage machine. Our old postage machine was 14 years old and the post office said they weren't going to accept it anymore. So we had to -- we leased a new machine, which guarantees us upgrades and various items like that. was more cost effective than purchasing one.

And so if -- unless there are any questions, Mr. Chairman, that concludes my report. And the budget amendments, we need a vote on those, please.

MR. TAYLOR:

Okav. I need a motion that we accept the proposed budget amendments.

MR. OLAVE:

I make a motion that we accept the proposed budget amendments.

MR. CORMIER:

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1 Second. 2 MR. TAYLOR: 3 All in favor? 4 (All "Aye" responses.) 5 MR. TAYLOR: All right. If you flip over one 6 7 more page, you'll go to Robert Hallack's invoice. And I need a vote -- excuse me. 8 9 MR. PARNELL: 10 Commissioners, you will find in 11 your packet there are two invoices for 12 Attorney Hallack, April and May of 2017. 13 Attorney Hallack's invoice for services of 14 April of 2017 is \$5,580. Commissioners, I 15 ask that you approve payment of Attorney 16 Hallack's bill for April of 2017. 17 MR. TAYLOR: 18 I need a motion. 19 MR. SMITH: 20 I make a motion. 21 MR. OLAVE: 22 I second the motion. 23 MR. TAYLOR: 24 All in favor? 25 (All "Aye" responses.)

1 MR. PARNELL: 2 The second invoice for Attorney 3 Hallack is May of 2017. The amount is 4 \$3,847.50. And, Commissioners, I ask that 5 you approve pavement of Attorney Hallack's 6 bill for May of 2017. 7 MR. TAYLOR: 8 I need a motion. 9 MR. SMITH: 10 I make a motion. 11 MR. CORMIER: 12 And I second that motion. 13 MR. TAYLOR: 14 All in favor? 15 (All "Aye" responses.) 16 MR. PARNELL: 17 If you continue on in your 18 packet, you will find an invoice for 19 Attorney Sheri Morris. The invoice for April of 2017 is \$5,584.50. Commissioners, 20 21 I ask that you approve payment of Attorney 22 Morris' bill for April of 2017. 23 MR. SMITH: 24 I make a motion. 25 MR. OLAVE:

I second that motion. 1 2 MR. TAYLOR: 3 All in favor? (All "Aye" responses.) 4 5 MR. TAYLOR: Ratification of imposed 6 7 penalties. MR. PARNELL: 8 Commissioners, you will find in 9 10 your packet a chart that illustrates the 11 dealers that are in violation of the State 12 law. I have determined that the public 13 interest can be served without further 14 administrative proceeding. Thus civil penalties were imposed. I will announce the 15 16 names of the dealers and to see there is 17 anyone here to represent them. 18 Do we have anyone here, 19 Ms. Baron? 20 MS. BARON: 21 No, sir, we do not. 22 MR. PARNELL: Okay. All right. I'll go 2.3 24 through them. C&C International from Baton 25 Rouge, Louisiana, fine amount is \$250.

Affordable Auto Sales from Scott, Louisiana, Donovan Gaudet Auto Sales from \$900. Mandeville, Louisiana, the fine amount is \$150. Justin Waller, doing business as Ray's Auto Sales, from Bastrop, Louisiana, \$2,000 fine. Select Car Co., Incorporated from Shreveport, Louisiana, \$800 fine. Xpress Wholesale, LLC, from Youngsville, Louisiana, \$4,200 fine. Kall Carter, Sr., doing business as Stop-N-Shine Auto Sales, in Lake Charles, Louisiana, \$2,800 fine. DCP Automotive, LLC, from Baton Rouge, Louisiana, \$550 fine. Redline Motorcars, LLC, from Monroe, Louisiana, \$600 fine. Chad Smith, doing business as Jena Metals, fine amount is \$250. C & M Motors, LLC, from Covington, Louisiana, fine amount is \$3,050. Clearview Wholesalers, LLC, from Metairie, Louisiana, fine amount is \$1,500. Advanced Imports from Lafayette, Louisiana, fine amount is \$250. The total fine amount for the month is \$17,300.

Commissioners, I ask that you ratify the imposed civil penalties.

MR. TAYLOR:

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1	I need a motion.
2	MR. CORMIER:
3	I make a motion.
4	MR. SMITH:
5	I will second.
6	MR. TAYLOR:
7	All in favor.
8	(All "Aye" responses.)
9	MR. TAYLOR:
10	On that Select Car, Charles
11	Anthony, didn't we give him some type of
12	parameters that he had to fall into to stay
13	in business. Is that, that dealer?
14	MR. PARNELL:
15	That is that dealer, yes. He's
16	falling into those parameters, but he still
17	has some issues from time to time, but he's
18	just falling underneath those parameters.
19	MR. CORMIER:
20	Okay.
21	MR. PARNELL:
22	That's him, though.
23	MR. OLAVE:
24	Okay. I have a couple questions.
25	Some of the fines I've noticed, like, you

know, \$4,200 on Wholesale, LLC, Xpress, and Stop-N-Shine, \$2,800, those are pretty hefty fines. Are we --

MR. PARNELL:

Typically, what happens is, if they have more than one offense for the same violation, the fine amount increases.

MR. OLAVE:

No, I understand that, but those are pretty hefty fines. I'm assuming we're staying on top of that as far as, you know, these are habitual type offenders.

MR. PARNELL:

Well, some of these have had their second offenses, but they're not typically habitual offenders, but they have had more than one offense. Some of these, that's why their fine amount was a little bit -- it was double.

MR. OLAVE:

Okay. Thank you.

MR. TAYLOR:

What are we going to do about the Legislative Committee report, being that Ron is not here?

MS. MORRIS:

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I can give an update on the legislation.

MR. TAYLOR:

Can you?

MS. MORRIS:

There are two bills that we were primarily watching, House Bill 388 by Representative Carmody, who is the Chair of the Commerce Committee, and that was the one that was subsequent to the study resolution that we did in the prior year about tracking of vehicles that might be going out of state or not subject to appropriate tax collections. The bill as filed really didn't do anything and looked like a place holder. So we monitored it throughout, because they kept amending it along the process, but it wound up failing -- well, not really failing, but just dying on the calendar. So I'm not sure if that will come up next year, but maybe we should have some dialogue with Representative Carmody in the interim to make sure, you know, it's resolving the problem. The bill as drafted

just required us to send the salvage reports to the Office of -- Department of Revenue, which we told them we could just send them, because they're not confidential. So -- but they felt like they needed this piece of legislation to do that, but then they kept adding these other requirements. So we can send them if the Department of Revenue wants those reports. So we could also communicate with them and see if they want those reports.

I think our study resolution response concluded that the Department of Revenue could send investigators to determine if the salvage auctions were appropriately collecting sales tax and they could enforce those provisions if there wasn't proper collection anyway. So I don't know if they will do that in the interim. They didn't really say that they would. But I think everybody is waiting for the piece of legislation, which changed several times, but then it just didn't pass. So that one is gone at least for now.

And then Representative Pylant's

bill failed during the session as well and that was the one dealing with the motor vehicle sales finance. And so the law is as it was before the session.

MR. HALLACK:

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Whatever that is.

MS. MORRIS:

I can't really explain it, but -so there was, of course, opposition from the Motor Vehicle Commission to the way it was drafted. We had several meetings with Representative Jackson to try to come up with some sort of resolution and it just really wasn't possible to come up with a resolution. I think the goals of the two entities are not consistent. And so it just wound up sitting on the calendar without a hearing. So I don't think that will be back until next year. The special session is adjourned and there's talk that they'll come back before the regular session to handle fiscal matters. There was also a bill that would have taken dedicated funds, which the Commission has and put them in the General Fund and that didn't get a hearing either,

but that could come back in the special session.

MR. TAYLOR:

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I guess we can go straight to the Executive Director's report.

MR. PARNELL:

Commissioners, you'll find in your packet a couple of reports. The first one is the alleged issue counts for April and May of 2017. There were 391 alleged issues for those two months. The second document you'll see is April and May as well. There were 186 assigned cases and -during the months of April and May. There were 96 cases that were closed. Commissioners, we've continually been working with our software solution that we're going towards right now. This is a real time web based solution. It's going to make it much more beneficial for our agency and with our investigators out in the field to be real time. So whatever is being put out there in the system, they can all see it right away. And this is something that we've been going through the development

process and it's -- I think it really kind of impressed staff what it can do versus what we've been doing. I think it will be much more efficient, much more productive on moving our licenses through the process.

And so that's something that we're kind of looking forward to. We're supposed to have the go live date of August 1st. Hopefully, that does happen, you know. They say give or take a few -- a week or so if it doesn't land on that date.

But, again, we just ordered those tablets that came in for the field investigators. So we want to reduce the amount of paper that they're using out in the field. Well, hopefully, within the next few months, we're going to be able to do a little bit of an upgrade and that way we can have our field investigators use the tablets by having their documents inside of the tablet. So when they're dealing with a dealer or a consumer or anybody, they can just have them sign off on it with a stylus or something like that. And once it's — once it actually goes through and they send

it, it automatically shows up here in the office. So, again, I think the real time factor is something that is going to be very beneficial for our agency.

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Last time, we mentioned to you that the State vehicle, I did get approval from the Division of Administration and Property Assistance. So I kind of waited until the end of the time frame to get the 2017. My plan was to try to get the 2018, which I didn't. So we'll get the -- it's supposed to be coming in at the beginning of It will be a 2018 Dodge Charger. August. The next fiscal year, my goal is to continue to try to trade in. This year, I didn't trade in a vehicle, because I was planning on hiring an additional field investigator. So we would need six cars. Currently, we have six, but one of our -- I'm sorry, we have five now. One of our investigators, they are not using our State vehicle, which is Ronnie Wisenor. He's using his vehicle, because he's working more of a part-time schedule. So next fiscal year, I will trade in one of our high mileage vehicles.

that way, we can keep rotating every fiscal year getting newer vehicles. So that kind of completes what is going on. There's not a lot that's been happening, just some small things, nothing drastic.

Any questions, comments?
(No response.)

MR. TAYLOR:

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We don't need a motion for that at all, just the report?

MR. PARNELL:

No.

MR. TAYLOR:

All right. And I guess we need to discuss any items for next month's meeting. If we don't have any, we can -MR. HALLACK:

Wait, wait, wait, we do. We need to rewrite our rules and regulations.

There's a lot of rules and regulations that pertain to the old recreational products industry that we need to remove from our rules and regulations. We need to update the rules and regulations in some other respects, too, particularly with regard to

bond requirements for multiple locations.

We had a small issue that came up a couple months back with regard to that. But our rules and regs haven't been rewritten to accommodate some of the new laws that we've adopted. I don't think we've rewritten rules and regulations in the last four or five years, right?

MS. BARON:

Not since the recreational dealers left.

MR. HALLACK:

But there are some old rules and regulations that deal with the recreational products people that we still need to remove. For instance, trade shows, there's stuff in there about trade shows. We no longer do trade shows. I think -- I thought I saw that. And we also need to take a look at rewriting our policy and procedure manual. It's way outdated. I mean, there was stuff in there about what people should wear to work, taking leave, and stuff like that, that we really need to look at, do we really need this stuff anymore? There was

1 some stuff that was borderline legal stuff. 2 I mean, it's there and it's not a problem 3 unless somebody makes it a problem. So it's 4 something that we should probably look at 5 redoing, because it's so outdated. I don't 6 think we've had a policy and procedure 7 resolution in six years, right, Kim? 8 MS. BARON: 9 Yes, sir. 10 MR. HALLACK: 11 Yes. I think the last time we 12 did one, we don't even follow it anymore. 13 And that's the deal about how long can you 14 try out a salesperson before they need to 15 get a license. I don't think we follow that 16 anymore. It's on the books that way. 17 think we went from, like, two weeks to 30 18 days. 19 MR. TAYLOR: 20 What is it now? 21 MR. SMITH: 22 30 days. 23 MR. TAYLOR: 24 30 days.

MR. HALLACK:

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We don't follow that.

2 MR. PARNELL:

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And we should revisit that, because I believe it should be zero.

MR. PARNELL:

I believe it's 30 days.

MR. HALLACK:

Typically, let's say if we fine a dealer for having a salesperson that's not licensed, and then he comes and argues, well, he wasn't there 30 days, that could be a problem, you know. So we need to re-look at our policy and procedure manual, particularly with regard to what's -- what is required of employees, you know, and stuff like that. A lot of it is archaic. It's really old and it just needs to be put in the trash. And the rules and regs, they definitely need to be cleaned up. There's a lot of things in the rules and regs that we need to do to accommodate some of the new laws that we've put in effect in the last six years.

MR. TAYLOR:

If y'all would get any of that

1 information or any of your ideas together, 2 can we get those e-mailed to us before we come to the meeting? 3 4 MR. HALLACK: 5 Sure, sure. It just needs to be 6 on the agenda, so we can start having 7 discussions about it. 8 MR. TAYLOR: 9 And our rules don't require any 10 legislative --11 MR. HALLACK: 12 Yes. They do have -- rules and 13 regs do have to --14 MS. MORRIS: 15 They have to go for a 16 legislative -- you have to send it for 17 oversight, but a lot of time, they don't 18 actually have an oversight meeting, but you 19 have to send it within a certain period. 2.0 MR. HALLACK: 21 It's a process. 22 MR. TAYLOR: 23 Anything else? 24 (No response.) 25 MR. TAYLOR:

I need a motion.

MR. OLAVE:

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One thing definitely before we discuss it at a meeting, maybe like Dino said, maybe a report or something, because it would help if we understood the needs of the Commission and we can, you know, help them make some decisions, but it would really help to understand what rules, what needs, what -- you know, what transpires in the office if we're going to change any of those things. So any, you know, input from you guys would definitely be helpful, because I don't know what you need unless you tell me.

MR. HALLACK:

Yes. I'm not expecting anybody to take action at the next meeting, but it's a process. It's a discussion that we need to have leading up to maybe taking action on it in September or August.

MR. TAYLOR:

You're telling us if we see any problems to bring them up in the next meeting.

MR. HALLACK:

Right, especially for the office staff and the investigators, too. If they see something that we think we can get accomplished through rules and regs, we need to do that. At one time, for instance, we had a rule and reg on whether a used motor vehicle dealer could display a motor vehicle, like, at a mall or something like that. We haven't had that issue in a long time.

Kim, has anybody applied for a
permit to do this?

MS. BARON:

Yes.

MR. HALLACK:

Really.

MS. BARON:

Yes. Don's Wholesale does it on a regular basis. They do it about three -- two or three times a year.

MR. CORMIER:

A used vehicle?

MR. HALLACK:

Yes.

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1	MR. GUILLORY:	
2	Normally, for festivals.	
3	MS. BARON:	
4	Yes. It's festivals and stuff	
5	like that. They display them.	
6	MR. HALLACK:	
7	The only dealer that does that?	
8	MS. BARON:	
9	That's the only one, yes.	
10	MR. HALLACK:	
11	But it's something we need to	
12	look at, you know, that we know of.	
13	MS. BARON:	
14	They would actually request a	
15	permit.	
16	MR. TAYLOR:	
17	I need a motion.	
18	MR. SMITH:	
19	I'll make a motion to adjourn.	
20	MR. CORMIER:	
21	Second.	
22	MR. TAYLOR:	
23	All in favor.	
24	(All "Aye" responses.)	
25	(Meeting adjourned at 10:13 a.m.)	

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 19, 2017, 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 3, 2017, Baton Rouge, Louisiana.

BETTY D. GLISSMAN, CCR
CERTIFIED COURT REPORTER