MINUTES OF NEW MEMBERS ORIENTATION MEETING OF THE LOUISIANA MOTOR VEHICLE COMMISSION MOTOR VEHICLE SALES FINANCE DIVISION 3519 12th Street Metairie, Louisiana 70002 Monday, July 11, 2016

The meeting was called to order at 11:08 a.m. by Chairman Raymond J. Brandt.

Present were:

Chairman Raymond J. Brandt Commissioner V. Price LeBlanc, Jr. Commissioner Eric R. Lane Commissioner Kenneth "Mike" Smith Commissioner Keith M. Marcotte Commissioner Terryl J. Fontenot Commissioner Allen O. Krake Commissioner Gregory Lala Commissioner Stephen L. Guidry, Jr. Commissioner Keith P. Hightower Commissioner Joseph W. "Bill" Westbrook

L. A. House, Executive Director Adrian F. LaPeyronnie, III, Counselor Gregory F. Reggie, Counselor Burgess E. McCranie, Jr., Counselor

Absent were:

Commissioner Harold H. Perrilloux Commissioner Maurice C. Guidry Commissioner Donna S. Corley

Also, in attendance were Commission staff: Ingya Cattle, Assistant Executive Director; Scott Landreneau, Commission Investigator Supervisor; Commission Investigators: Wayne Lee, Neil Rogers, Antoine Derouen, Kevin Broussard, Ben Guidry, Thomas Hoeflinger; and Angel Blackford; and Stacey Broussard, Administrative Coordinator Supervisor.

Chairman Brandt called for a reading of the minutes of the March 14, 2016 meeting. Commissioner Fontenot made a motion to accept the minutes as read. Commissioner Marcotte seconded this motion and it was unanimously approved.

The Executive Director was directed to include in these minutes the following excerpt from the Louisiana Motor Vehicle Commission meeting immediately preceding this meeting.

"Chairman Brandt asked for a review of the March, April, May and June financial statements of the Louisiana Motor Vehicle Commission, Motor Vehicle Sales Finance Division, copies of which were before each Commission Member. Commissioner Westbrook made a motion to accept the March, April, May and June financial statements as presented and incorporate into these minutes. This motion was seconded by Commissioner Marcotte and it was unanimously approved."

Chairman Brandt called for a review of the motor vehicle sales finance licenses issued:

SALES FINANCE COMPANY	CITY	LIC. #
Automotive Leasing Specialists, L.L.C. DBA Ambassador Dealer Funding	Lafayette, Louisiana	#SF-2015-01195

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2015-01195. Commissioner Fontenot seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Drive Consultants LLC DBA Drive Auto Sales	Baton Rouge, Louisiana	#SF-2016-01060

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01060. Commissioner Lane seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Abenteuer Cycles, LLC DBA BMW Motorcycles of Baton Rouge	Baton Rouge, Louisiana	#SF-2016-01071

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01071. Commissioner Lane seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Rich Works, LLC DBA Rich Motors of New Orleans	New Orleans, Louisiana	#SF-2016-01072

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01072. Commissioner Krake seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Danny Jackson DBA D.B.1 Stop Automotive	Shreveport, Louisiana	#SF-2016-01073

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01073. Commissioner Marcotte seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
North LA Mobile Home And RV Supply, L.L.C. DBA North LA Mobile Home & RV	Sarepta, Louisiana	#SF-2016-01074

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01074. Commissioner Hightower seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Auctionrep LLC DBA Louisiana Direct Buy	Hammond, Louisiana	#SF-2016-01077

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01077. Commissioner Lala seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
B. Michelli Enterprises LLC DBA Michelli's Autoplex	Hammond, Louisiana	#SF-2016-01078

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01078. Commissioner Lala seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Fornea Motors, LLC	Bogalusa, Louisiana	#SF-2016-01079

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01079. Commissioner Krake seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Community Auto Center, Inc. DBA NOLA Auto Center	Arabi, Louisiana	#SF-2016-01091

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01091. Commissioner Krake seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
United Auto Credit BR, Inc. DBA Auto USA	Baton Rouge, Louisiana	#SF-2016-01092

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01092. Commissioner Lane seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Independence Motor Company, LLC	Bossier City, Louisiana	#SF-2016-01094

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01094. Commissioner Marcotte seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Super Discount Cars and Trucks LLC DBA Super Discount Cars and Trucks	Monroe, Louisiana	#SF-2016-01096

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01096. Commissioner Smith seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Easy Auto Sales, LLC DBA Easy Auto Sales	Lafayette, Louisiana	#SF-2016-01097

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01097. Commissioner Westbrook seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Southern States Utility Trailer Sales, Inc.	Monroe, Louisiana	#SF-2016-01109

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01109. Commissioner Smith seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Go Beyond Auto Sales, LLC	Baton Rouge, Louisiana	#SF-2016-01110

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01110. Commissioner Lane seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Fair City R.V. Sales and Service L.L.C.	Franklinton, Louisiana	#SF-2016-01119

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01119. Commissioner Krake seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Christopher Coburn DBA Car Express	Kenner, Louisiana	#SF-2016-01120

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01120. Commissioner LeBlanc seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Hyundai Capital America, Inc. DBA Hyundai Motor Finance DBA Hyundai Finance DBA Kia Motors Finance DBA Genesis Finance	Atlanta, Georgia	#SF-2016-01123

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01123. Commissioner Fontenot seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Hyundai Capital America, Inc. DBA Hyundai Motor Finance DBA Hyundai Finance DBA Kia Motors Finance DBA Genesis Finance	Newport Beach, California	#SF-2016-01124

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01124. Commissioner LeBlanc seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Hyundai Capital America, Inc. DBA Hyundai Motor Finance DBA Hyundai Finance DBA Kia Motors Finance DBA Genesis Finance	Plano, Texas	#SF-2016-01125

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01125. Commissioner Fontenot seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Abrusley Finance Company LLC	Oakdale, Louisiana	#SF-2016-01126

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01126. Commissioner Fontenot seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Bayou Outdoor Supercenter, L.L.C. DBA Bayou Outdoor Supercenter (Marine Division)	Bossier City, Louisiana	#SF-2016-01130

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01130. Commissioner Hightower seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
ZMT Auto Group, L.L.C. DBA Elite Import Group	Baton Rouge, Louisiana	#SF-2016-01131

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01131. Commissioner Lane seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
David Cupp Enterprises, Inc. DBA Small Time Auto Sales	Keithville, Louisiana	#SF-2016-01132

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01132. Commissioner Marcotte seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Hall's Motorsports of New Orleans, Inc. DBA Hall's Motorsports	Harvey, Louisiana	#SF-2016-01172

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01172. Commissioner Lala seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY		<u>LIC. #</u>
Anderson Motor Company, L.L.C.	Benton, Louisiana	#SF-2016-01180

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01180. Commissioner Hightower seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
The Master's Touch Auto Center, Inc.	Broussard, Louisiana	#SF-2016-01181

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01181. Commissioner Fontenot seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Santander Consumer USA Inc. DBA Santander Auto Finance, Chrysler Capital, Drive Financial	Mesa, Arizona	#SF-2016-01182

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01182. Commissioner LeBlanc seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
W.M.D., L.L.C. DBA Big W's Auto Sales & Rent to Own	Lafayette, Louisiana	#SF-2016-01183

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01183. Commissioner Westbrook seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Mariner Finance, LLC	Slidell, Louisiana	#SF-2016-01202

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01202. Commissioner Krake seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Mariner Finance, LLC	Hammond, Louisiana	#SF-2016-01203

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01203. Commissioner Lala seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Goldman Equipment, L.L.C.	Farmerville, Louisiana	#SF-2016-01204

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01204. Commissioner Smith seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Goldman Equipment, L.L.C.	Ferriday, Louisiana	#SF-2016-01205

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01205. Commissioner Westbrook seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Goldman Equipment, L.L.C.	Lake Providence, Louisiana	#SF-2016-01206

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01206. Commissioner Smith seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY		<u>LIC. #</u>
Goldman Equipment, L.L.C.	Mer Rouge, Louisiana	#SF-2016-01207

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01207. Commissioner Smith seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>СІТҮ</u>	<u>LIC. #</u>
Goldman Equipment, L.L.C.	Newellton, Louisiana	#SF-2016-01208

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01208. Commissioner Westbrook seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Goldman Equipment, L.L.C.	Waterproof, Louisiana	#SF-2016-01209

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01209. Commissioner Westbrook seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Goldman Equipment, L.L.C.	West Monroe, Louisiana	#SF-2016-01210

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01210. Commissioner Smith seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Goldman Equipment, L.L.C.	Winnsboro, Louisiana	#SF-2016-01211

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01211. Commissioner Smith seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
First Consumers Financial of Carencro, L.L.C. DBA First Consumers Financial of Carencro	Carencro, Louisiana	#SF-2016-01222

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01222. Commissioner Westbrook seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Gulfco of Louisiana, LLC DBA Tower Loan of Thibodaux	Thibodaux, Louisiana	#SF-2016-01223

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01223. Commissioner LeBlanc seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Fleet Financial, Inc. DBA iLendingDIRECT	Englewood, Colorado	#SF-2016-01224

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01224. Commissioner Krake seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Esteban Motors LLC	Lafayettte, Louisiana	#SF-2016-01232

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01232. Commissioner Fontenot seconded this motion and it was unanimously approved.

SALES FINANCE COMPANY	<u>CITY</u>	<u>LIC. #</u>
Bob Post Chrysler of Shreveport, Inc. DBA Hebert's Town and Country PreOwned	Shreveport, Louisiana	#SF-2016-01233

The Executive Director reported the application and supporting documentation were in order for this motor vehicle sales finance applicant. Commissioner Stephen Guidry made a motion to ratify the motor vehicle sales finance license issued, #SF-2016-01233. Commissioner Marcotte seconded this motion and it was unanimously approved.

Chairman Brandt called for a review of the GAP Administrator Licenses issued:

GAP ADMINISTRATOR	<u>CITY</u>	<u>LIC. #</u>
Vantage Administration Services, LP DBA RoadVantage	Austin, Texas	#GA-2016-00134

The Executive Director reported the application and supporting documentation were in order for this GAP Administrator applicant. Commissioner LeBlanc made a motion to ratify the GAP Administrator license issued, #GA-2016-00134. Commissioner Lane seconded this motion and it was unanimously approved.

The Chairman called for a review of the licenses issued. Commissioner Stephen Krake made a motion to ratify the licenses issued: sales finance, SF-2015-01195 through #SF-2015-01122 and #SF-2016-01060 through #SF-2016-01133; GAP Administrator, #GA-2016-00124 through #GA-2015-00134; GAP Administrator Agents, #GAA-2015-00114 through #GAA-2015-00102. Commissioner Fontenot seconded the motion and it was unanimously approved.

The Executive Director reported on routine matters being handled by the staff and not requiring action by the Commission at this time.

There being no further business, Commissioner LeBlanc made a motion to adjourn the meeting at 11:30 p.m. Commissioner Krak seconded this motion and it was unanimously approved.

Chairman **Executive Director**