



OHIO BOARD OF MOTOR VEHICLE REPAIR BOARD MEETING MINUTES

AUGUST 17, 2016 10:00 AM

Vern Riffe Tower
77 South High Street
19th Floor, Rm. 1932
Columbus, Ohio 43215

1. THE MEETING WAS CALLED TO ORDER AT 10:05 AM.

BOARD MEETING ATTENDEES: Don Rife, Jr., Matthew Penney, Earl Dohner, Jeff Wagner, Keenan McKee, Michael Greene, Theresa Peppers, Jennifer Johansen, Craig Robinson, Kimberly Sherfield.

GUESTS IN ATTENDANCE: Chad Smith, OAQDA

BOARD MEMBERS NOT IN ATTENDANCE: Christopher Sterwerf

2. POWERPOINT PRESENTATION: Chad Smith, Executive Director, Ohio Air Quality Development Authority.

3. REVIEW OF MAY 18, 2016 MEETING MINUTES:

MOTION TO ACCEPT: JEFF WAGNER
SECOND: MATT PENNEY
VOTE: MOTION CARRIED

4. BOARD REVIEW AND DETERMINATION RE: PENDING REGISTRATION APPLICATIONS:

A. Vote by Board on regular registrations pending from May 1, 2016 through August 1, 2016.

MOTION TO ACCEPT: EARL DOHNER
SECOND: MATT PENNEY
VOTE: MOTION CARRIED

4. **OTHER BUSINESS:**

A. Investigator's Reports

2016 ACTIVITY TOTALS
January 01, 2016 through August 17, 2016
Investigator Craig Robinson

Shop Visits	917
Renewal Reminder	146
NOV's	262
New Shop Applications	93
Complaints Investigated	83 (Involving 83 Shops)
Shops Located "Out of Business"	57
Total counties visited to date:	44

* Joint Agency Cooperation Case: "Smith Design", Mansfield, Ohio / Richland County. Owner, Mr. Jeff Smith, indicted on nine (9) felony counts just recently. Everybody is very happy; in fact, I've gotten a call from one of the victims on a regular basis. She was almost giddy when she called me and was very pleased about the inter-agency cooperation.

** Currently working with NICB concerning three (3) suspect shops; Cuyahoga, Lake & Stark Counties.

SHERFIELD: Smith Designs, is that the same shop that was supposed to restore the car for the man that was sick?

ROBINSON: Correct. That was just one of many (INAUDIBLE) he had going.

GREENE: I'll add just a little bit on that Richland County case. You saw I sent out the press release from the AG's office. Even though we didn't get any credit from the AG's office, that all started from a complaint that came into our office, and that's what got Robbie in the door, and that's why we contacted the other agencies and Robbie working with them is what got that result. If you remember a few years back, a shop in Richland County that Dan was involved in was indicted on 5 felony counts. Richland County has been a pretty good place to go.

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2016 ACTIVITY TOTALS
March 06, 2016 through August 17, 2016
Investigator Jennifer Johanson

Shop Visits	647	
Renewals	100	
NOV	243	
New Shop Applications	65	
Complaints Investigated	32	(Involving 32 shops)
Shops Located "Out of Business"	46	
Total Counties Visited	33 out of 44	

WAGNER: I'm blown away by the number of new shops. You guys said the number of new shops....

RIFE: I was thinking the same thing. Are those the shops that just started or are they the shops that are just now applying?

ROBINSON: These are shops that are starting up. These are all shops that Jenny and I both issued introduction packets to; met with the owners and discussed the program, took photos and entered them into the system.

WAGNER: Are some of these also some of the ones that don't have to like mechanical shops and tint shops?

ROBINSON: Tint shops are included in there and a few mechanicals along the way. Usually how – and Jenny you can interject here anywhere – in mechanics shops; usually how those come, someone will complain and will go down and take a look. We'll go to the shop and it's obvious it's only mechanical. It's kind of one of those things where maybe he takes off a fender to put a headlight in or something. That's usually how we get the complaint; for example yesterday I had that very same thing. The guy said "I know behind me on the other side of the interstate that there's an auto body shop back there." Well I went back where he had said and it was a mechanics shop, however, on the other street right around the corner there was one. I entered them both because I made contact with both, that way, should he call again, I can show I've been there and I can tell you this one's that and this one's this.

RIFE: I have had a rash of a few shops, mechanical shops in the last two years call and they are dabbling in body work. What they're doing is they're doing as much as they can do then they'll call and want us to do the paint work; we'll send it back them. Initially it sounded it good but the more you think about it, it's like "no" because you're blurring the lines. It's been more often that I'm hearing that kind of stuff.

ROBINSON: If we contact those we administrate them as auto body.

RIFE: Ok

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ROBINSON: It's as simple as this, if they are doing 5 or more, then they've got to register.

RIFE: Then I'll tell you what I know of these.

GREENE: One thing about that new shop ratio, the shops that are going out of business as compared to shops that are opening – they are opening about a 2 to 1 ratio right now. We kind of track that because of budget purposes. We have to report that information.

The Attorney General couldn't be here today and they didn't have anyone available to send, so his presentation postponed for now.

5. OLD BUSINESS:

A. Rule update – 4775-2-04(C) – Rule requiring registration numbers on invoices and estimates goes in to effect September 8th. That rule passed and everything got through JCARR and got through CSI. It went through the entire process; we had the hearing and all. We didn't have any opposition on that what so ever during the rule process. The final file was filed August 8th and it goes into effect September 8th. I'll put something out statewide on that; I wanted to check with the board first. We've got it on our website already but it would probably be a good idea to put it out in the e-mail system, if that's ok with you? It doesn't really need a vote, I just wanted to make sure before I did it. Also, ASA would like to put it out if that's ok with you. I told them after today's board meeting, if there wasn't any opposition to that they could go ahead and do it.

B. Window Decals Update – Also in the rule. They are a static cling material.

MCKEE: I've got one in the mail, the problem was is that they folded it in half and put it in the envelope and by the time it got to me, that crease will not come out.

SHERFIELD: It won't?

MCKEE: I've had it under some books and stuff at the shop but it still.....

GREENE: Well, you're the first person that's told us that.

MCKEE: The problem is with that static cling is you will always see that line once it bends.

GREENE: Really!

MCKEE: It was a solid crease!

SHERFIELD: Do you want to change how we send them out?

GREENE: That's the first we've heard; if we had had a half dozen or so call about it I would say "yeah, let's change it" but.....

PENNEY: Mine came the same way.

RIFE: Have they all been mailed out already?

SHERFIELD: No. We've been sending them out with the renewal certificates.

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RIFE: Yeah, I've got ours and it was perfect.

JOHANSEN: We can deliver them, it's only like what, 2200?

SHERFIELD: So we're going to change the envelope.

GREENE: Yes

RIFE: Can we go back on one thing?

GREENE: Sure!

RIFE: On that rule update, the investigators will ask to see that it's being complied with?

GREENE: Yes

RIFE: That the numbers are on them?

GREENE: I am assuming that some of the places will want to get it printed on there but another reason why we did that was for shops that we get complaints on and we get a copy of their estimate or a copy of their invoice. We'll know right away that they're not registered if they don't have on there. We'll be checking for violations of that. I don't think right now would be anything more than probably a notice of violation but I can't see us bringing anybody in for an administrative hearing because they didn't get it on there; especially if they need time to print up invoices and things like that. We didn't want it to be a costly thing; so we've got to work our way into it, I think is what we're trying to do.

RIFE: Literally, if you have an electronic estimating system, it took 5 seconds to do.

GREENE: Right, and for those people there shouldn't be any excuse. For some that still do the handwritten, if we see the invoices or we see the estimates, that's different.

That decal is in the rules too. Basically what it says is that The Board may issue decals of The Board seal to registered businesses. The decal will remain the property of the board and may be displayed to the public as long as the business remains registered. If somebody lets their registration lapse and Robbie stops there, that decal can be removed.

DIRECTOR'S REPORT – Mike Greene – (SEE ATTACHED)

- A. **Sunset Review Committee:** I talked to Andrew Huffman yesterday and he has not heard a thing; there hasn't been a bill dropped, there has not been anything done yet. He looks for that to be soon. They still are required to drop a bill either through the House or Senate (probably through the Senate) and start the process before they can stop the process. They still have to introduce a bill. That will probably be done by Senator Jordan.
- B. **JCARR HEARING:** We've had that final hearing on the rule and it was filed August 8th and it goes into effect September 8th.
- C. **NEW BOARD MEMBER:** We've got a new public member to the board, Scott Murray of New Albany. He was just appointed August 2nd. He just learned about the meeting last

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week so he couldn't get his work schedule changed to be here that quick but he will be at the next meeting. I don't know anything about him other than he's appointed by the Governor. It doesn't come from an ASA recommendation so it's usually someone that's some way or another affiliated with politics; he works for Nationwide Insurance. We'll see how it goes. He's very interested! Actually it could be a positive in the long run because once he understands the issues that the collision industry has and once he sees it from that stand point, it may make things better.

- D. **FY18-19 BUDGET:** Submissions are due 09/16/2016. I've already started the budget process. The problem we have is with the expenses going up the way they have and I can give you some examples of that: OBM – Office of Budget and Management – is not going to let us submit a budget without a fee increase. Part of the problem there is we're short right now with our current revenue coming in – we're going to come up short about \$120,000. We're not buying anything. We're not buying new furniture, we're not doing anything to the office like new carpet or anything. This isn't from any purchases at all other than operating fees going up, rent is going up – e-licensing, the new system that's coming out is going to cost us 3 times what we're paying now. IT services, printing services, office supplies, parking – all of those services, mail services all of the things we pay is going up substantially. We're going to have to ask for more money to operate. They're not going to give us more money to operate unless we do a fee increase. Our expenses in payroll alone have gone to \$508,000 estimated in FY19, and it's been a gradual increase - \$406,000 in FY16, \$430,000 was the estimate for this year. Two years down the road we're almost another \$100,000. A large part of that is insurance, Worker's Comp – all of the things we have to pay for the employees. It's not all pay raises, but there are some pray raises in there. The total expenses estimated in the FY15 were \$484,000; the total expenses in FY19 are estimated at \$640,000.

That's not buying anything; like I said, the cost for the lease of the vehicles, the gasoline, rent – the rent is just sky rocketing. The only outside thing we have is we pay Verizon Wireless which is a very small amount for their iPad connections. The Turnpike Commission we pay so Robbie doesn't have to take money out of his pocket every time he has to go across the turnpike and that's only like about \$20 a month; that's not very much. Travel fees for board meetings, Auditor fees have gone up; this year's audit has cost us \$12,000. All of our printing, our risk management, we have to pay for our postage and mail services. Central Service Agency – we have to pay them a large amount of money, that's going up to \$18,000 a year for processing our bills and processing all of our human resources items.

I guess what I'm telling you is, the last time we raised fees was 10 years ago; it will be 10 years next month. We have had a fee increase September of 2006 and at time it was the same thing – Central Services Agency Director at that time was John Cunningham came and talked to the board and said "You don't have enough money to get by. You have a statutory obligation to operate and you are required to collect as much as it takes to operate." We've been in the red for the past two years because of tint law which is what I blamed it on because they told us when they had the legislation written that this would net 500 new businesses; it's netted 117. Their estimates were way off, it's nothing we did basically. By the law, we're allowed to raise it up to 50% without The Office of Budget and Management or the Controlling Board or change in legislation. I did some calculating and if we went to \$300 even, across the board that would bring in approximately just under \$600,000 a year. Basically, it takes a motion or I'll open it up for a discussion. I'll answer your questions.

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RIFE: Why is this on a 10 year cycle so far? Was isn't it looked at yearly?

GREENE: The raise?

RIFE: Yes

GREENE: Well, the biggest thing is by law we're not allowed to bring in more than it takes to operate. They won't let us raise it and then I come up with \$100,000 left over at the end of the year; that's worse than being short in the way the legislature looks at it.

RIFE: I'm just saying that because it would be smaller bites instead of

GREENE: Well I understand that and the last time they raised it 50%. They went from \$150 to \$225 and really I thought, looking at the numbers in advance, we have to submit an estimate on revenue three years in advance. We have to guess how much we're going to bring in three years from now. Up until this last fiscal year, FY16, I would have told you we don't ever have to raise it because things were going fine but then they hit me with a 12 month's rent, then a \$12,000 audit and all of these unexpected expenses and that's where we have to go to the Controlling Board. If you remember, we had to go to the Controlling Board back in May to finish out FY16. July 1st, everybody's insurance went up; everyone that you pay health insurance for the price of it almost doubled.

RIFE: What did you say? Did you say a \$75 increase?

GREENE: If we go to a \$75 increase with 1850 or with however many we have, we've got probably 25 or 30 pending; they're finding 3 or 4 new ones per week. We still have some arrears that will come in – figuring that, we will come in around \$600,000 give or take a little bit I would think in revenue. I think maybe a little bit more than that and that would more than cover FY18 and FY19 both. The new e-Licensing system which we're all going to be required to pay for, there are about 28 to 30 boards that use that e-Licensing system; they're just kind of estimating the cost on that right now but we just paid the bill this morning on our e-Licensing for FY17 and it was about \$600 or \$700 for a whole year. They've got me estimated in FY19 at paying \$10,000 for e-Licensing because they don't know what it's going to cost but they know that it's going to go sky high. Well, I'm thinking, and that's why I'm saying there's over 4000 records in our system. I've already talked to the e-Licensing person about purging all of the closed shops. We've been tracking them for years because usually when one repair shop moves out another repair shop moves in; we have a record of what goes on there. We're probably going to have to get rid of that record because of the amount of money we are paying for it in the future.

MCKEE: Is that a "per license" is that how they charge?

GREENE: No. They charge for each business that's in there whether it's registered or not.

MCKEE: Ok

GREENE: We've been tracking mechanical shops for years hoping that the mechanical bill will go through. We've got probably 300 or 400 mechanical shops in there. I would like to hang on to those but I would get rid of the closed shops. We've got about 2000 of those in there; if we get those 2000 out, then it's going to cut our bill in half hopefully for FY18 and 19.

RIFE: Is that something that can be just done or does The Board need to

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GREENE: No, that's something that could be done, if the e-Licensing people will do it for me; I haven't gotten an answer back yet from them but what I asked them to do was to scan those closed shops so if we ever need to go back, we can just put a disc in and there's our old system, our old records. We've got pictures, letters, e-mails, saved documents, years of notes and documentations on these shops that I just don't feel real comfortable with dumping. I can dump it myself if that's what it took but I would rather them go in there and properly copy and save it for us and then get rid of it.

RIFE: How often is that used? Do the investigators use it?

GREENE: Oh yes, yes! We all do.

SHERFIELD: Daily

RIFE: But not the old stuff, I mean.

GREENE: Well even that.

ROBINSON: As a matter of fact, we had one yesterday.

GREENE: It's pretty common, really.

ROBINSON: I've had one that was essentially 3 years closed, I had a complaint I had to follow-up on and he showed up again.

GREENE: And that's how we tracked the guy in Cincinnati that Dan had that the 5 shops. That's how we tracked how much he owed. It was because of all of the records we had on the shops he would leave and he would go across town and open a new one under a different name. Then he would go over here open another under a different name; we had how much he owed for all of those years and all of the records documented for all of that. That's why we've kept it but now we're getting to a point where we're going to have to look at something else.

WAGNER: Mike, just crunching numbers here again, refresh my memory, so we've got 161 new shop applications – roughly; we're showing 1850 current registrations, does new applications count in that 1850?

GREENE: No.

WAGNER: So potentially we have another 161 registrations.

GREENE: Yes, and taking into account that 80 were closed somewhere in there, about 50%. No, those aren't in those numbers, that number is just legal registered shops.

WAGNER: So what's the ramifications on the positive surplus at the end of a fiscal year? What are we looking at?

GREENE: If I can encumber that money, they'll let me encumber it for that next fiscal year if I can spend it by November 30th. If I can't spend it by November 30th, they're just going to take it. Where they get mad is when you go in to do your budget testimony and they are looking at the figures saying "Wait a minute you're asking for this and you had \$50,000 left over last year? We're not going to give you kind of money." The law says we can't make

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money and right now we're not making any money. There's been a couple of years since I've been here that we've had \$75,000 - \$50,000 left over and whatever I couldn't encumber I said I'll pay my rent for next year, I'll pay my e-Licensing for next year, I'll pay whatever I can then they'll take it away from us. What they'll end up seeing is what they take away from us. They won't end up seeing what I encumbered. They have that figure but they don't care about that. If I can say "ok, we'll spend it next year" by November 30th, they're ok with that. But I can't spend that much.

WAGNER: So, we're going to \$120,000 short, isn't that what you said?

GREENE: Give or take, I didn't actually subtract....

WAGNER: So basically, doing the math for about 1855 that roughly comes up at \$64 per registration short. I guess what I'm looking at is with new pending registration applicants and stuff like that – is on paper and to take this to \$285 which is better than \$300.

GREENE: Oh I see what you're saying.

WAGNER: I know it's only \$15. Plus, maybe that could help with the surplus.

GREENE: Let me get a calculator.

RIFE: Yeah, I was coming up with \$65 - \$285, \$290.

GREENE: I was just figuring a round figure.

WAGNER: Yeah, I'm sure that's easier.

MCKEE: Are we liable at all for the red we've been in for the last 2 years?

GREENE: No.

MCKEE: Ok.

GREENE: No, but they're not going to let it keep going.

MCKEE: I understand that, I just didn't know if we had to generate extra to cover that.

GREENE: They passed that SB 214, they basically threw that in our laps. That was supposed to go to the BMV. Then they told me it was going to 500 new businesses, they guaranteed "you're going to get 500 new businesses." Well, in that case I'm going to need another investigator. I hired another investigator, I hired an assistant investigator. We're planning on this big rush and it ended up being 120 or whatever it was.

MCKEE: Is that because there are so many fly by night type of companies? There are around us, there's a ton of them!

GREENE: And it takes a lot to catch up to them. What they were talking like is "ok, you're going to have voluntary compliance on the ones that we know about." Well we didn't have any voluntary compliance; not only that, it turns out that some of them were dealers so they're exempt and it turns out that some of them were this or that. Also it turns out that some of them were auto glass and they were already registered. There's fly by night paint PDR's and there are fly by night everything. It's the same thing with mechanical; if they

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pass the mechanical bill tomorrow we know of 4000 legitimate shops and we might get voluntary compliance on 3800 of those. We don't know how many illegal ones are out there. That's kind of a way it comes out.

If we made it \$275, as long as OBM goes along with it, it would be tight. I don't know how it would even come out but if this is right – we're not going to have too many more with arrears running in the 20 – 30- \$40,000 range. That's the hard thing is figuring....

WAGNER: How long is it going to take us to get caught up, too because not everybody is going to be paying that at the same time.

GREENE: That's another thing I wanted to talk about; and that's why I was thinking \$300 because we could make effective January 1st. What we did last time was they voted to increase in September in an emergency board meeting and then we implemented it on January 1st. That way it's a lot easier on the renewal cycle and it gives everybody a chance ahead of time to know it's coming, it's not "ok, you've got to renew tomorrow, it's another \$75." It's going to be when you renew next year, it's going to be an additional \$75. That is what my thinking was. That would leave us less time to catch up for FY17 but it would put us right on track for 18 and 19. We're already budgeted for FY17 at \$538,000; we'll probably be ok with that if we did it January 1st. I don't know if the amount would cover it.

WAGNER: How would we handle the new applications? They were probably told a fee, or I assume they know the fee. You contact them and let them know.

GREENE: Like we did last time, we would have to go through and update everything on the website, update all of the forms, after everything, the pamphlet, update everything. We kept track of it last time; it really didn't turn out to be that difficult because it was basically if your registration expired January 1, 2017, you're paying the new amount. If it expires prior to January 1, 2017, you pay the old amount, it's that simple.

WAGNER: At what point do they pay, like to the new shop, do they pay when they submit their application? At what point do they pay the new one?

GREENE: They pay when they submit their application. So any new ones that come in January 1st, if we did it January 1st – we can do it whenever you want. It gives everybody a chance. If I put out there as a result of today's board meeting, this rule is going into effect September 8th, new fees will be (whatever amount) starting January 1st. It doesn't have to be January 1st, it could be September 1st if you want, it's up to you.

JOHANSEN: Can I explain something? When I go into a new shop we put notes into e-Licensing so we enter it in as a new shop. We put a note into history "this is the day that we were there – we issued an introductory packet" and I give them 30 days to register. It kind of starts the ball rolling. The application we give them will have the amount so if I run into somebody and say we do a new price in January and if we were out there in December – hey if you register before the end of the year it's \$225, January 1st it's going to go to \$300.

GREENE: That would actually be an incentive.

JOHANSEN: We have proof of when we were there and when we issued that first packet with that \$225 amount, so if they choose to not register in that manner then that's their problem.

WAGNER: That's it then, with that synopsis what are you comfortable with \$300?

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GREENE: I'm looking at the numbers and the fact that we may not do this again for a few years, hopefully. You've got to remember, too, that if that same mechanical bill goes through, it didn't give us an option, it put a cap on it at \$200. Which is fine if we got 4000 more shops, we're going to be in good shape. It's hard to estimate, I have to estimate every year. There's 3 years estimates on what our revenue should be and I'm not even close. I said "well, we probably have 1750 shops in 2017, we already up to 1850 something. You just don't know how it's going to go. There are also years when I estimated that we would have this many and we didn't have enough. It depends, I guess on the economy and what happens with the business people. Looking at the numbers, and I know it's a hard thing to swallow and it's not going to make anybody happy, it doesn't make we happy – but looking at it I thought that rounding it at \$300 would make it easier for everybody and it would also cover expenses.

MCKEE: I think for me personally, I would rather see it once. I don't want to see is it in 18 or something like that again, it going up again because then we're showing a trend. If you say "hey, we haven't raised it in 10 years, this is what we've got to go to."

GREENE: I've got the meeting minutes from that board meeting.

WAGNER: I guess what I would like to see then, once we decide this you can make (INAUDIBLE) for the investigators as well as the staff is to include a white sheet just briefly showing a breakdown of what has increased so that they can understand, like you said this isn't trying to purchases chairs, this is just for the essentials.

GREENE: This isn't so the investigators can drive a Lincoln instead of a Dodge.

WAGNER: It might be good to include that too that it has been 10 years in that point sheet.

GREENE: Absolutely! That's just my thought, I'm just being straight forward with you. I'm looking at the numbers, trying to do the budget and the estimates they gave me. They gave me this information with the estimates of what our costs were going to go up to in FY18 and 19 and what it went up to in 17. Everything has gone up.

WAGNER: Ok

GREENE: It's nothing we're doing different. We did an IT upgrade and it didn't cost us that much and it was a requirement by the State because of security purposes and the new system.

PENNEY: I don't know if we want to lose those old files that you were saying that are used so often by them. If they are not willing to copy them.....

GREENE: That's the thing, that's why I am waiting on them to call me back. If there's not a way to preserve it then I'm just going to have to pay for it.

PENNEY: Right.

GREENE: It's just a lot of information in there.

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**MOTION TO INCREASE THE CURRENT
REGISTRATION FEES FROM \$225 TO \$300 STARTING JANUARY 1, 2017: WAGNER**

DOHNER: Can I make a comment first? We've got 5 business owners sitting here, if you had this challenge in your business, what would you do?

WAGNER: Pass it on.

MCKEE: Well unfortunately I work for an insurance company so I can to charge what they tell me I can charge.

DOHNER: Labor rate you can only do so much. Yeah, you can be higher than anybody else as long as you do it.

MCKEE: Right.

DOHNER: But what would you do?

MCKEE: You've got to raise it.

WAGNER: In this situation you there's nothing really.....

DOHNER: Sometimes you have to do some cuts, too. I hate to say that.

RIFE: Well it has to be looked at; it has to be talked about. I haven't been on this board long enough to know that answer on what could be cut. I think in a 10 year period, you know if you look at it that way, that's a fair assessment. Whenever you look at inflation or whatever, the few percent every year, we're in the ball park.

DOHNER: I've got a business down the road from us who has been in business probably 50 years. Doing great but with this insurance stuff going on, last week he laid off his top 25 people so he didn't have to pay the insurance. You know, that's tough. I'm just saying, sometimes we have to do what we don't want to do.

GREENE: I will say this, up until 2013 the board operated with one investigator doing 88 counties; we had 1200 registrations. Now we have two investigators and we're at 1850 and are going up. They are bringing in a lot more revenue than what they are costing you. I don't know how we operated the way we did and the stuff that was falling through the cracks when I came in and what we've cleaned up with Theresa, I don't know how we ever operated without her. I don't know you can get more out of 5 people.

DOHNER: Do you have to live in the high rent district?

RIFE: That would be my question!

DOHNER: Is that a requirement?

GREENE: That is a requirement; they made us move here.

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As far as motor vehicle boards in other states, we're pretty cheap. From what I understand, and correct me if I'm wrong, Florida is (the last I heard) is \$1000 a year. California is like \$600 but they have different levels, too. I think \$600 was the cheapest; Texas was cheap but they had 34,000 collision repair shops. This has been 7 or 8 years ago since I've talked to them and they were charging \$100 a year.

RIFE: 17,000 shop a piece.

GREENE: I think in comparison we're probably going to be about average when it's over with.

RIFE: You know, as a business, I've always said "charge me more but give me more." It's hard for the board to do anymore because of small government requirements; people wanting less government. I don't feel like that's out of line at all, but we still have to always remind shops what they are getting for that too. That's one of the things I've said before, I wish we could communicate better what the board is here for and what it does.

GREENE: I wish more shop owners would come to the board meetings. I encourage it a lot.

ROBINSON: That's one of the things that I do, too. I encourage people all of the time; I tell them to call down let them know, they would be glad to give you information.

GREENE: Come and see what we're doing.

RIFE: Of all the things of a business that I pay for on a daily basis, I don't consider this to be a big deal. I realize we're not small, but the benefits definitely outweigh the cost.

GREENE: You know if you look at some of the trade organizations and what it costs to belong to those, I don't know how this could be out of line to wait 10 years to raise fees.

SHERFIELD: The last fee increase was back in 2007?

GREENE: Yes.

SHERFIELD: When was the one before that?

GREENE: In 1999, I guess.

WAGNER: Alright, the motion is out there on the floor.

**MOTION TO INCREASE THE CURRENT
REGISTRATION FEES FROM \$225 TO \$300 STARTIN JANUARY 1, 2017: WAGNER
SECOND: PENNEY
VOTE: MOTION CARRIED**

ROBINSON: Mike, that's going to be effective the 1st?

GREENE: January 1st unless OBM doesn't allow me to do that. They may dictate to me this is urgent or I may talk them into saying "let's work our way into this. We'll balance out ok at the end of FY17. It'll be close but by the time we get into FY18-19 budget, which is the one they're mostly worried about, the one I'm doing now, we'll be ok. I think I can sell that to OBM.

MISSION STATEMENT

*Effectively and efficiently enforce Ohio laws by implementing Common Sense Initiatives
to enhance consumer protection and promote industry growth and compliance.*

WAGNER: At least they'll see we're taking strides now...

GREENE: If I can't, I'll let you know more after the meeting, I think that I can do that.

6. MOTION TO ADJOURN: DOHNER
SECOND: PENNEY
VOTE: MOTION CARRIED
MEETING ADJOURNED

7. NEXT BOARD MTG. – NOVEMBER 16, 2016, LOCATION:
Vern Riffe Tower, 77 South High Street, 19th Floor, Room 1932, Columbus, 43215.

MISSION STATEMENT

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DIRECTOR'S REPORT
August 17, 2016

I. FY16 Total Revenue = \$418,139 (Arrears = \$27,079)

- A. FY15 Total Revenue = \$413,679 (Arrears = \$39,694)
- B. Increase = \$4,460

II. 1855 Current Registrations

- A. 1427 Collision Shops
 - B. 201 Glass Shops
 - C. 46 Dealers
 - D. 41 Mobile Businesses
 - E. 1 Airbag Business
 - F. 22 Mechanical
 - G. 117 Tint Installers
- (Total Businesses in E-Licensing System = 4414)

III. Non-Compliance

- A. 271 "Not Registered" under investigations

IV. Complaints Forwarded

<u>AGENCY</u>	<u>2016</u>
OAG	3
EPA	2
TAX	1
BWC	0
NICB	1
DOI	1
IRS	0
BMV	1
OSHP	1
BBB	1

V. Other News

- A. No word yet from the Sunset Review Committee.
- B. FY18-19 Budget Submissions are due 09/16/16.
- C. JCARR hearing was Aug. 1st on our final pending rule update. Final file was Aug. 8th.