

From:

To: Babers, Lucinda (DMV) [Lucinda.Babers@dc.gov](mailto:Lucinda.Babers@dc.gov)  
Adams, Marcia [marcia.adams@scdmv.net](mailto:marcia.adams@scdmv.net)

Date: 8/31/2007 9:43:50 AM

Subject:

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Thanks, they're fine with me also. Marcia, give you any heartburn or any ideas you have to change? Thanks!

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**From:** Babers, Lucinda (DMV) [<mailto:Lucinda.Babers@dc.gov>]  
**Sent:** Friday, August 31, 2007 8:30 AM  
**To:** Allen, Julie A; Adams, Marcia  
**Subject:** RE: business opportunities committee

Ladies,

I'm okay with the edits to the documents and Neil's comments below.

Thanks! lucinda

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**From:** Schuster, Neil [<mailto:nschuster@aamva.org>]  
**Sent:** Thursday, August 30, 2007 11:05 AM  
**To:** Allen, Julie; Babers, Lucinda; Adams, Marcia  
**Cc:** Turner, Glenn  
**Subject:** business opportunities committee

Dear Committee members:

Our staff team met today, and I wanted to update you on our next steps.

--We discussed the draft charter (which Julie had edited a few days ago). Attached is a new draft for your review.

--We discussed the transition to an activity-based budget. Amy will begin to develop that budget for FY08. We will be going through our annual audit in October, which will take a considerable amount of her time, but we hope to have the activity budget for at least our major activities this Fall.

--I will draft guidelines for the Committee's review for new products and services (*e.g.*, what limits should be placed on products and services).

--Staff will craft a planning process on how to evaluate potential new activities. Essentially, this will include guidelines on how we analyze potential activities from a strategic perspective and a business planning perspective.

--We will explore several new opportunities, which we discussed briefly at the Board meeting (selling FDR to non members and an AAMVA certification program for vendors).

Best regards,

Neil

Neil D. Schuster  
President & CEO  
AAMVA

[nschuster@aamva.org](mailto:nschuster@aamva.org)

office: 703.908.5766; cell: 703.270.8932

[www.aamva.org](http://www.aamva.org)

AAMVA's members in the United States and Canada work collaboratively to support and improve motor vehicle administration, safety, identification security and law enforcement.