

From: Adams, Marcia S.
To: Burgis, David <Burgis_David@scdps.state.sc.us>
Date: 3/14/2002 10:57:30 AM
Subject: RE: motor vehicle revenues

David,

I feel that our staffing does not impact our ability to collect revenue. License and tag transactions are still required, and being late produces monetary penalties. The staffing affects the wait time for the customer. The transaction is still completed; it just takes longer and aggravates the customer. DMV is up-to-date on booking revenue and is meeting all of its cut off deadlines, even though both Tejal and Wanda Deleon are full-time testers working on Project Phoenix. Traditionally, most of our revenue has come in during the last 4 months of the year. The truck registrations are all due in March. Unfortunately, because of the revenue closing schedule, half of March's revenue is booked in April and the other half in May. Months don't close at the end; usually they close in the middle of the month. Also, prior to Don becoming CFO last year, Accounting discovered a mistake and booked revenue in January from prior months. This will skew comparisons to last year's revenue for the same period.

Specific revenues that DMV track such as scofflaw, expedited, and sale of revenue are for the most part on target. Scofflaw revenue has not met projections, but we do expect it to pick up in March and April due to tax refunds. Expedited and sale of information revenue are above projections. These revenues offset the drop in scofflaw revenues.

-----Original Message-----

From: Burgis, David
Sent: Thursday, March 14, 2002 9:41 AM
To: Adams, Marcia S.
Subject: FW: motor vehicle revenues

Marcia,

Are we up to date on booking revenue and are there any staffing issues that could cause a decrease in revenue? From the reports I have seen we are up to date and I am not aware of any staffing solutions that would impact the flow of revenue. Your thoughts please.

-----Original Message-----

From: Royal, Don
Sent: Thursday, March 14, 2002 8:18 AM
To: Burgis, David
Subject: FW: motor vehicle revenues

David, can you help with this... thanks..

-----Original Message-----

From: Doerring, Lora Lee
Sent: Tuesday, March 12, 2002 5:26 PM
To: Royal, Don
Subject: RE: motor vehicle revenues

I just didn't want to miss playing in the snow again. . . I don't mean to be a pest about this topic, I just remember being raked over the coals by the BEA (you know it was our fault that the budget was short that year. . .yea right . . .) I know they're under the gun at DMV with so many more important issues but if our staffing is going to have an impact on our collections I think we need to know. If I'm making too much of it just let me know. Thanks so much.

-----Original Message-----

From: Royal, Don
Sent: Tuesday, March 12, 2002 5:02 PM
To: Doerring, Lora Lee
Subject: RE: motor vehicle revenues

In years past we have because a lot of registrations for trucks are due second half of year, purchases are up etc. I assume that since most of the monies collected are for fees licenses registrations etc they must be paid on time or risk late fees. I will follow up with DMV on this. In reference to the march snow I was referring to the increased traffic and transactions that occurred the month from Jan 15 - Feb15 and won't be reflected until March.Sorry...

-----Original Message-----

From: Doerring, Lora Lee
Sent: Tuesday, March 12, 2002 12:05 PM
To: Royal, Don
Cc: Gaulden, Sid; Matthews, Gene
Subject: RE: motor vehicle revenues

Don -- Have we always collected that much of our total during the second half of the year? Are collections for vehicle tags the area of revenue where we're falling behind?

One other thought, with the reduction in personnel on the counters at DMV, either because of hiring freeze and/or Phoenix Training, do we think our ability to collect \$\$ from transactions between now and June will be impacted?

(And how did I miss out on the "March snow"?)

-----Original Message-----

From: Royal, Don
Sent: Tuesday, March 12, 2002 11:43 AM
To: Matthews, Gene; Doerring, Lora Lee
Subject: motor vehicle revenues

We have recognized \$26.5 million dollars of revenue this year thru the month of february. This is approximately 9 million less than last year at this time. The February numbers that were just reported, \$ 2.2 million, were low due to the snow days, and holidays during december. On reaching the BEAs estimate of 56 million; last year over 60% of our revenues came in the second half of the year. We have 5 more months of revenue to be collected and remitted this year, last year we collected roughly 26.5 million dollars the last 5 months. If we follow last years pattern we will collect approx. 53 million dollars. I think the March numbers (due to snow days etc.) will give us a much better picture on what we can expect. As soon as those numbers are released (April 9th) I will prepare another analysis....