

From:

To: Schuster, Neilnschuster@aamva.org

CC: Marcia.Adams@SCDMV.net Marcia.Adams@SCDMV.net
Babers, Lucinda (DMV) Lucinda.Babers@dc.gov
turner.glenn@hsmv.state.fl.us turner.glenn@hsmv.state.fl.us
Allen, Julie A JULIE.ALLEN@dor.mo.gov

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Subject:

When we begin our funding stream work, we'll need the following. I thought your staff might want to begin work on it.

- A listing of all current revenue streams with annual revenue and how the product is priced, # of customers. We will need short and long-term projections related to our current revenue streams.
- For each revenue stream, the total annual expenses related to the stream. We need it broken down in some manner between fixed overhead, variable overhead, E&E, personnel/fringe costs, IT costs. It's possible we would need some further detail than that but I think that would get us started. We will need short and long-term projections related to the current expenses for our revenue streams.
- A listing of potential future revenue streams along with market projections (short-term, long-term), how the product would be priced, etc.

I think we'll actually need to finish the strategy before we can really focus on potential future revenue streams. However, I suspect the AAMVA staff have been working on this at some level already.

If you or the staff have any other thoughts on information we need, ways to tackle looking at how we'll want to position ourselves for upcoming fiscal years let us know.

Thanks!

Julie A. Allen, CPA, PMP
Department of Revenue
Director, Customer Services Division
(573) 526-1824

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