



**MISSISSIPPI MOTOR VEHICLE COMMISSION**

839-000

5 – YEAR STRATEGIC PLANS  
FOR FISCAL YEARS 2020 – 2024

## **MISSISSIPPI MOTOR VEHICLE COMMISSION**

### **1. Comprehensive Mission Statement:**

The mission of the Mississippi Motor Vehicle Commission is to regulate sales, distribution, manufacturing, and advertising of new motor vehicles through enforcing present statutes and regulations, developing new statutes and regulations, adjusting to the changes in the automotive industry, expanding the electronic capabilities to record data, and issue licenses more efficiently.

### **2. Philosophy:**

The Mississippi Motor Vehicle Commission is committed to providing automotive consumers with an environment that is safeguarded on many levels from production, distribution, and sales. The philosophy of the Commission is to adhere to professional standards by providing avenues of protection to all parties, quality service to our licensees, and respecting the rights and values of those they serve.

### **3. Relevant Statewide Goals and Benchmarks:**

Statewide Goal #1: To provide economic development through the licensing of new motor vehicle dealerships and salespeople.

Relevant Benchmark #1:

- Number of licenses issued to dealerships
- Number of licenses issued to salespeople
- Number of licenses issued to out-of-state independent contractors to conduct "staffed event sales" at dealerships

Statewide Goal #2: To provide services as a government agency that serves the citizens of Mississippi both statewide and nationally.

Relevant Benchmark #2:

- Total number of licenses issued online or in-office
- Number of licenses issued to manufacturers/distributors that provide vehicles to dealers in Mississippi
- Number of licenses issued to representatives that contact dealers or serves as a point-of-contact for licensed dealers in Mississippi
- Number of warrantors licensed that provide products, via dealership, to consumers when purchasing vehicle

### **4. Overview of the Agency 5-Year Strategic Plan:**

Over the next 5 years, the Mississippi Motor Vehicle Commission will be utilizing a new online license program to make it more effective and efficient in capturing key targets for reporting and be more "user-friendly" for all licensees including dealerships, and their salespeople; manufacturers/distributors and their representatives; and warrantors.

Funding for the Mississippi Motor Vehicle Commission is through Special Funds, or self-generated funding. The initial implementation of the system took place in 2017 and cost for maintenance will be about \$5,000 yearly. The new program will include expanding information currently not stored online; greater reporting capabilities to provide information requested by the Executive Director and Commissioners; and allow more efficient entering of information from both administrative and online user aspects.

The Mississippi Motor Vehicle Commission would like to upgrade in areas of technology by purchasing electronic needs for the computers utilized by the staff.

It is estimated that in FY2020, these upgrades can be completed with purchases included in our current IT projections of services.

## **5. Agency's External/Internal Assessment:**

The Mississippi Motor Vehicle Commission consists of 6 motor vehicle dealers and 2 individuals appointed to represent the public. Their monthly meetings by the Commission help assess how the agency is meeting licensing goals and the demands of regulating licensees of the Commission. Budgetary constraints are reviewed to accommodate our requests to upgrade into a more technologically based office.

In addition to the information provided at the monthly meetings, reports are given to the Executive Director to track office work conducted by its' employees for issuing licenses, budget expenditures, and cash receipts. Other reports, as deemed necessary, are compiled to verify all aspects of the Mississippi Motor Vehicle Commission's mission.

The assessment process is contingent on the following:

- 1) Changes in operating points provided to motor vehicle dealers
- 2) Demands on number of salespeople to sell vehicles in Mississippi
- 3) Restructuring from manufacturers/distributors to hire representatives to meet demands of licensed dealers
- 4) Changes in technology to meet demands of online services
- 5) Economic changes faced by dealerships to host staffed sales events that require additional licensing of personnel.

## **6. Agency Goals, Objectives, Strategies, and Measures by Program for FY 2020 through FY 2024:**

### **Program: Online Licensing to All Licensees**

#### **Goal A: Restructure and maintain online database for issuing licenses deemed necessary by the Mississippi Motor Vehicle Law (MMVC § 63-17-75)**

**Objective A.1** Enhance the licensing database to support issuing of all licenses by the Mississippi Motor Vehicle Commission and provide a more precise online system for the administration to extract necessary reports

*Outcome:* Provide licensing totals to compare to previous years totals and spot trends

*Outcome:* Allow licensees to conduct all license related needs centrally on the online system and decrease physical mailing of applications and funds

**A.1.1. Strategy:** Refine the new software program to fully allow access to all necessary reporting areas for each staff member

*Output:* Logistical calculations of all information stored in the database

*Efficiency:* Calculate money received by licensing and use for comparison to previous years

*Explanatory:* Reduce paper trails to track number of licensees for reporting to the Board of Commissioners thereby reducing funding needs for certain commodities

**A.1.2. Strategy:** Provide "user-friendly" interface with licensees using online system

*Output:* Increased number of licenses issued online

*Efficiency:* All applications process online

*Explanatory:* Reduce costs to consumers to process applications

**Goal B: Create hierarchy for licensees to ensure all entities are licensed in accordance with Mississippi Motor Vehicle Law (MMVC § 63-17-75, § 63-17-81, § 63-17-83, Regulation 7)**

**Objective B.1** Build a linking operation within the database that shows all related licenses issued by the Motor Vehicle Commission

*Outcome:* Allow administration to review hierarchy of licenses to ensure that all dealers have a licensed manufacturer/distributor and vice versa

*Outcome:* Ensure all manufacturer/distributor representatives that contact dealers or serve as point-of-contact are licensed

*Outcome:* Verify all Warrantors that provide vehicle protection products are licensed to provide the services sold by dealerships

**B.1.1. Strategy:** Adjust database to include capturing information on each licensee and link all parts as needed to show hierarchy

*Output:* Reports that show all parts of the licensing ladder are filled

*Efficiency:* Ability to track where licensing is missing and follow through with getting licensee licensed

*Explanatory:* Calculate and track licensing needs and increase revenue to gain licensing as needed