

**Testimony In Support of H.B. No. 5625 An Act Concerning The Sale, Via Internet Auction,  
of License Plates Issued by the Department of Motor Vehicles.  
March 18, 2016**

Chairman Fonfara, Chairman Berger, and distinguished members of the Finance, Revenue, and Bonding Committee, my name is Charles Tate and I thank you for the opportunity to provide testimony to you today on H.B. No. 5625 An Act Concerning The Sale, Via Internet Auction, of License Plates Issued by the Department of Motor Vehicles.

My name is Charlie Tate. My company was founded in 1918 and I've been active in business since 1958.

First, this Bill 5625 is an opportunity to convert 3 million pieces of state owned property - License Plates - that have no monetary value into 3 million pieces of property that will produce hundreds of millions of new revenue every year. The best part ?.....IT'S 100% VOLUNTARY.

For only \$12.00 a year the plate owner gets 2 things:

1. The right to buy or sell any license plate available for sale
2. Automatically gets 4 chances every week to win 208 cash prizes a year for only \$12.00 which is a nickel a chance

This Bill will create enormous NEW REVENUE - WELL OVER \$100 MILLION EVERY YEAR. All the infrastructure needed already exists within the DMV. We only need a computer program to connect the dots between the DMV web site that lists the plates available to the buyer/seller.

The Fiscal Analysis Office estimates one time cost of \$500,000 to start-up + annual maintenance of \$240,000. No lines - No tickets - No printing. Here's how it works:

I want to buy a license plate with my daughter's birthday on it. I go to the DMV web site and click "buy plate". I see the plate and leave my email. I make the deal. Meet the seller at a DMV office and pay the price asked. The state collects 25%. The DMV collects a transfer fee and my daughter gets a plate with her numerical birthday on it. A win-win for everybody. Delaware has allowed plates to be sold for many years for hundreds up to a million dollars but they only collect a transfer fee of \$20. New York recently sold a 3 digit plate for \$250,000.

This Program is VOLUNTARY.....FUN TO PLAY.....AND CREATES ENORMOUS NEW REVENUES EVERY YEAR.

PATENTS 8,001,009 & 8,185,441