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Feb. 10, 2014

## How would you use a double or triple budget increase?

Good morning, Our current legislative sessions includes a bill that, if successful in its current form (unlikely), would effectively double or triple my existing budget. The Missouri program is currently funded by a \$1 surcharge on state criminal convictions, giving me approximately \$325k per year to work with. The bill would increase the fee to \$2 or \$3 and may expand the reach to include other jurisdictions. With that kind of largess we could not only increase staffing but could consider subsidizing training. My former state of WA uses a subsidized training model so I'm sure we could make it work. I'm not counting any chickens just yet but would be very interested in details of how you use your budget to keep the cost of training low for the students, while still providing enough revenue to make it worth your sponsor's while to run a training site?

### UTAH

Utah is allocated \$2.50 from every endorsement purchased and \$5.00 from every motorcycle registered. The program earns about \$375,000 a year. Of the \$375,000 it is spent on my salary, handbooks, phone, pens and markers and such for students. The average cost per student to enroll in one of our four schools is \$160. I pay the schools \$75.00 per BRC student and \$45.00 per ERC student.

~Kurt Stromberg

### MASSACHUSETTS

Good afternoon Michael, In Massachusetts the schools are independently owned but MREP has oversight over them. MREP annually approves all RiderCoaches to teach in MA, conducts RCPs and contracts with RCTs to conduct QA visits. We have about 7k to 8k take a BRC and about 550 take the ERC a year. I would probably use the money to increase the number of people taking the ERC, full fund campaigns that are identified in our Motorcycle Fatality Report and work towards becoming a more comprehensive motorcycle program.

~Eugene F. Carabine

### MARYLAND

Michael, "Holy budget increase windfall Batman!" Keeping the cost of training low is a challenge and having the resources to subsidize it would help encourage more to seek training. Not sure what your course fee is but here in The Free State we think there is evidence that the closer it gets to \$300 the less likely folks are to participate. The HDRA has an advantage going into this year with the new Street 500 and can justify their high fee. We are looking closely at our funding model. I did a quick informal poll of a couple of our sites to see what it cost them to do training. One of my HDRA sites said they lost \$7-8K in 2013, but their course is a "marketing" tool so those losses can be written off. One of my community college sites said they only made \$1K. That may not be enough for the college to maintain a training center. I have no idea of how our providers figure overhead, but most pay their Instructors 30% more

than we pay at the Glen Burnie MVA, the only State operated site. A long time ago when we had dedicated funds and the MVA ran the whole show we paid our centers \$30 per completed participant. The course fees were set by the MVA/MCSP. We handled registration at the Program office and all our centers had to do was provide was the facility.

**~Philip Sause**