



Wyoming Fuel Tax News

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SPECIAL POINTS OF INTEREST:

- **Moving Into the New Year**
- **Blending Components**
- **FTA Customer Profile**
- **Electronic Signature**
- **We Want To Know More....**

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www.dot.state.wy.us/home.html

Wishing You A Happy New Year!

From our team to yours, we wish you a Happy and Prosperous New Year. We hope your holiday season was full of happiness and good tidings, and that Santa took good care of you.

We're never sure where the time goes, but one thing we appear to be sure of: we'll be a little delayed in getting the newsletter out!

The ongoing evolution continues here at FTA. We continue the work of refining our work processes to ensure the most effective and efficient outcomes, and our hope is that each version of evolution results in a better customer experience for you. In an attempt to not only become current in our work but to also provide you with a more consistent process, we have assigned each account to a member of our team. This practice is a throw-back to how we operated in the past, and we are hoping that familiarity will breed some consistency. We will be rotating the accounts periodically to avoid what we refer to as "tunnel auditing," but we intend to "cross-pollinate" which should result in a fairly seamless transition between Tax Examiners. We are still loosely organized into the "360 Teams," but the emphasis is now more balanced between individual and team performance. The Quality Control process that we implemented in August 2016 is working extremely well, and we hope to continue building on that process as we move into 2017. As always, we remain mission focused, and the concept of evolutionary change has always been part of the discussion.

With the ongoing goal of becoming current with our work, we have altered our auditing

practices to where we are now auditing the most current return as well as the "oldest" return during the same month. For example, we are currently auditing November 2016 returns as well as August 2016 returns, and this is being done to provide better service to our customers. Attempting to "catch-up" using this practice will allow us to identify any issues or concerns on a current report and work to remedy it so that it doesn't carry forward into the next month. Prior to this change, we found ourselves working older returns first and identifying issues, but by the time we began working with the customer to remedy the concern it had likely been reported in the same manner on more current reports. Without question, attempting to audit two months within a one month timeframe is a big challenge for our team, but we are now better positioned to accomplish this type of goal and we remain committed to performing at the highest level while "catching-up."

We have an appreciation that we continue to request a good amount of documentation from some of our customers, and we hope that over time the need to request that amount of documentation is reduced due to more accurate reporting. It certainly appears to be the nature of the beast, but it can be burdensome on the customer as well as on the FTA Program.

We will continue to embrace the need to evolve our processes until we find the best mix of service, efficiency, and effectiveness. As always, should you have any questions or concerns, please don't hesitate to contact us.

Blending Component Schedule Changes

There have been some questions about the appropriate schedules to use when reporting blending components. Unfortunately, in the past, we have been somewhat inconsistent in this area and we want to offer clarification on this topic. The following describes the schedules that should be used when reporting blending components:

- Distributor Receipts:**
- 2 - Brokered blending components
 - 2b - Blending components purchased in Wyoming with a Wyoming destination - taxes due when it is transferred and blended.
 - 2c - Imported blending components (taxes are not due unless it is transferred and blended)
 - 2e - Exported blending components

- Distributor Disbursements:**
- 5- Blending components (biodiesel specific) sold to an end user - taxes on 23 and 23a in undyed diesel column.
 - 6- Brokered blending components
 - 6b -Blending components disbursed
 - 7 -Exported blending components

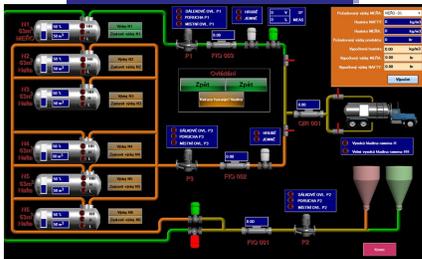
- Suppliers Receipts:**
- 2a -Blending components - supplier exchanges
 - 2b -Blending components purchased in Wyoming with a Wyoming destination
 - 3a- Blending components imported

- Supplier Disbursements:**
- 5 -Blending components (biodiesel specific) sold to an end user. Taxes should automatically calculate on this schedule

- 6a- Blending components sold for export
- 6b -Blending components disbursed

We have employed the practice of accepting any schedules submitted by customers until February 2017. Effective with the returns we receive in February, we will begin addressing the use of incorrect schedules.

Please don't hesitate to contact us with any questions or concerns.



A Little Holiday Fun

Over the holiday season, the FTA Team created some time to have a little fun and help out others less fortunate than us.

As we have done as a team for the last eight years, FTA adopted a family from Cheyenne SafeHouse (actually, this year we were fortunate enough to adopt two families), and we tried to do our part to ensure that they had a Merry

Christmas. We find great enjoyment in helping others, and the Christmas shopping for the children is always a highlight of the year.

We also carved out a little time for a gingerbread house building contest, and collectively we made quite a mess. The outcome was 3 versions of gingerbread houses, each with their own special little quirks. The

judges were several representatives from the Motor Vehicle Services Program, and the winning team consisted of Kim, Tiffany, Kelli, and Wayne.



Wyoming FTA Customer Profile

Wyoming Petroleum Marketers Association

Mark Larson – Executive Vice President

Please share with us what your organization does.

Our primary mission is to represent the petroleum marketers and retailers in the legislative and regulatory arena at all levels of government.

How long has your organization been in business? The Colorado and Wyoming marketers formed the Association in 1933. In the late 1980's New Mexico left the Association leaving Colorado and Wyoming as sole participating states and it's been that way since.

What are the most significant changes you've seen in the industry over the past five years?

Clearly, the most significant change the petroleum marketers and retailers have experienced is the onslaught of regulations that have been foisted on our industry. The current administration has issued 157 new major rules at a cost to Americans of over \$73 billion annually. The last several years it is estimated that over 60% of a marketers time is spent addressing these rules and regulations...time that should be being spent on securing and maintaining customers.

The next most significant change has been the explosion of mergers and acquisitions (M&A) the industry has experienced. One needs a scorecard anymore to know what company merged with another or who bought a company. The Association has experienced over 25 such M&A transactions within our two states.

What are the biggest challenges facing the fuel marketers right now?

Aside from the above stated regulatory juggernaut the EPA

and other agencies in this administration have become, and recognizing the constantly changing market environment that M&A's have wrought, technological and employment issues loom for marketers and retailers.

What changes would you like to see Fuel Tax Administration implement?

The Association has had this discussion with your leadership many times. The need for a new fuel tax filing and reporting system...one similar to what other states use, would be optimal. The Association greatly appreciates the significant effort on staff's behalf to make this system functional and effective however, it has become a constant challenge for all concerned, especially with all the other demands WYDOT has in other areas of IT responsibility.

Any words of wisdom you would like to share?

The Association recognizes that FTA has a fiduciary responsibility to ensure that fuel taxes are filed and paid by marketers routinely and accurately. Marketers endeavor to meet their responsibilities diligently and within FTA parameters. FTA leadership and staff have demonstrated a solid understanding of our industry and have worked incredibly hard in assisting marketers when things are not always as they should be. The Association, the industry and I personally, want to express our sincere appreciation for FTA leadership and staff for working *with* the regulated community, not *at* us. Thank you to all for your professionalism and partnership is assuring fuel taxes are effectively administered in Wyoming.

Mark Larson is the former Executive Director of the Association. Mark is a former small business owner (truck stops) in Colorado, a former 4-term Colorado legislator (House) and has worked in the industry over 45 years.

Electronic Signature Update

We, along with our IT department and in consultation with the Wyoming Petroleum Marketers Association Board of Directors, continue to work towards an electronic signature solution.

Development continues on the site where customers will drop their electronic files, complete the coversheet, attach other relevant documents, and electronically sign to submit their monthly fuel tax return. While this version will likely not have the option to "pay now," that option is still on the draw-

ing board for future development. However, the option currently exists to set-up ACH payments, and we are encouraging all customers to take advantage of this option.

Testing on the site should begin in the short-term, and when we have additional information we will share it here. We are as excited as our customers to get this from conception to reality, and our IT Team is working hard to get us to reality.



We Want To Know More...

Kelli Kolkman—Tax Examiner

Hidden talent: Endless patience

Favorite thing: Baby and Boots

Favorite artist: George Strait/Red Dirt Music

Favorite quote: “Be yourself; everyone else is already taken.”
Oscar Wilde

What does the quote mean to you?

We are all unique and have something to bring to the table so there is no sense in trying to be someone we are not.

Favorite ride: Horses



State of Wyoming
Department of
Transportation
Fuel Tax Administration

5300 Bishop Boulevard
Cheyenne, Wyoming

Phone: 307-777-4826

Fax: 307-777-4769

www.dot.state.wy.us

Wayne Hassinger—Program Manager

Favorite thing: Wildlife photography

Who are your heroes? My son, Hayden; Steve Jobs

Favorite artist: Ansel Adams/CW Russell/George Strait

Favorite quote: “When the game is over and the champion is crowned, regardless of the outcome, make sure that you were a player.”



What does the quote mean to you? It means to be in the game every day and have an impact on the game. Never give up, finish strong, and leave it all on the field.

The Fuel Tax Team

Leadership Team

Wayne Hassinger, Program Manager: 307-777-3909

Kimberly Peters, Program Supervisor: 307-777-3926

Jon Peterson, Senior Tax Examiner: 307-777-4832
Service Delivery Coach

Bruce Messer, Senior Tax Examiner: 307-777-4840
Quality Coach

Team Members

Service Delivery Team

Carol Denny, Tax Examiner: 307-777-3947

Jan Hertel, Tax Examiner: 307-777-4856

Kaila Sangster, Tax Examiner: 307-777-4836

Michael Turner, Tax Examiner: 307-777-3984

Quality Team

Richard Sartain, Tax Examiner: 307-777-4831

Tiffany Romero, Tax Examiner: 307-777-4845

Kelli Kolkman, Tax Examiner: 307-777-4828

Sabrina Mathews, Tax Examiner: 307-777-4833

Main Fuel Tax Line: 307-777-4826