



NATIONAL ASSOCIATION OF COUNTY  
OFFICIALS AND VISA INC.

DIGITAL PAYMENTS PILOT

# INTRODUCTIONS

## NACo

Hadi Sedigh, Director, Counties Future Lab

Aaron Ridings, Program Manager, Counties Future Lab

Ricardo Aguilar, Data Analyst

Stacy Nakintu, Research Associate

Brett Mattson, Legislative Assistant

## Visa Inc.

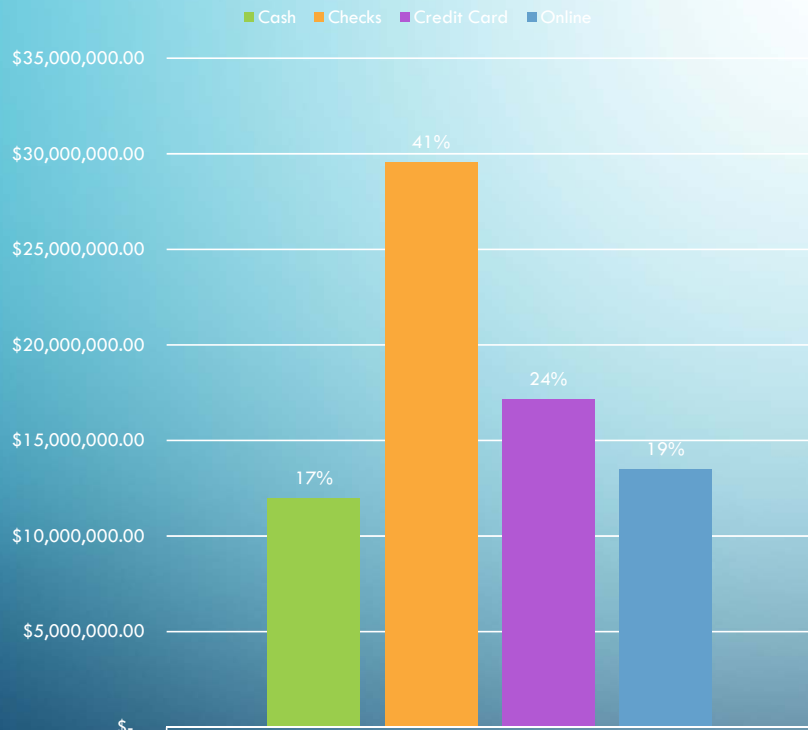
Brendan Fitzgibbon, Director, Global Public Policy

Madeline Dyer, State and Local Gov't Relations  
Coordinator

CJ Dubash, Product Manager, Innovation

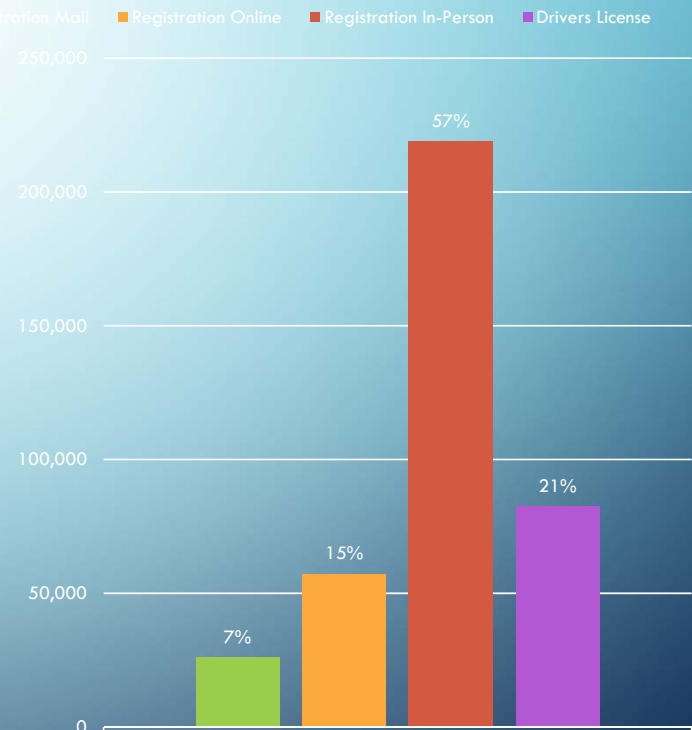
# MV REGISTRATION AND DL COLLECTIONS BY PAYMENT TYPE

Registration and DL Collections  
FY17-18



	Collections
Cash	\$11,946,042.45
Checks	\$29,558,204.28
Credit Card	\$17,164,006.89
Online	\$13,485,082.54

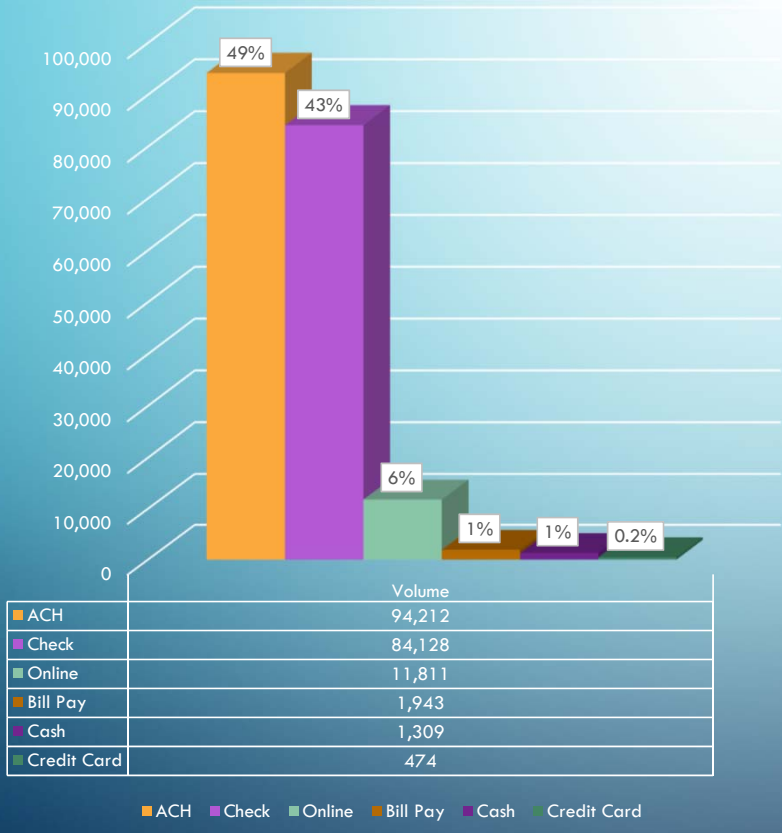
Registration and DL Volume  
FY17-18



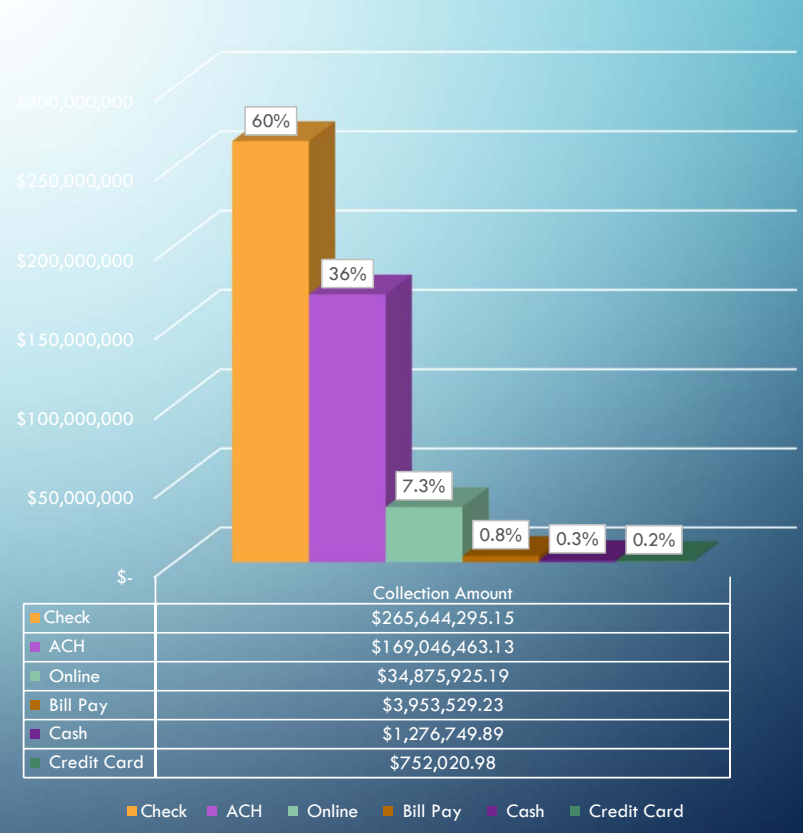
	Volume
Registration Mail	26,136
Registration Online	57,285
Registration In-Person	219,012
Drivers License	82,579

# PROPERTY TAX COLLECTIONS BY PAYMENT TYPE

Property Tax Volume by Payment Type FY17-18

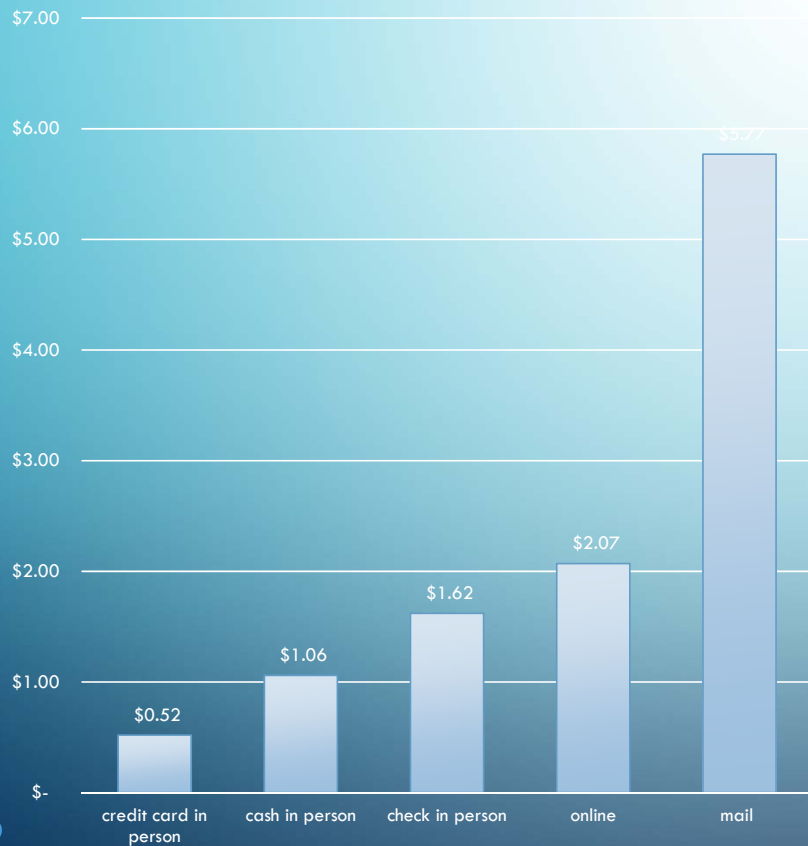


Property Tax Amt by Pay Type FY17-18

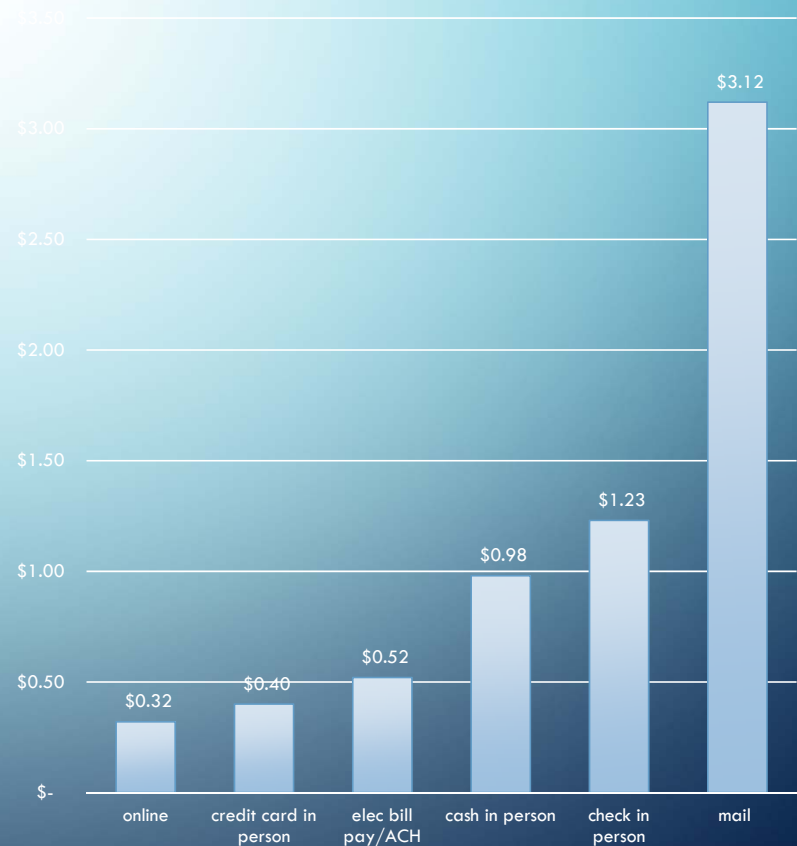


# COST PER TRANSACTION AT THE TREASURER'S OFFICE

MV Registrations by Payment Type

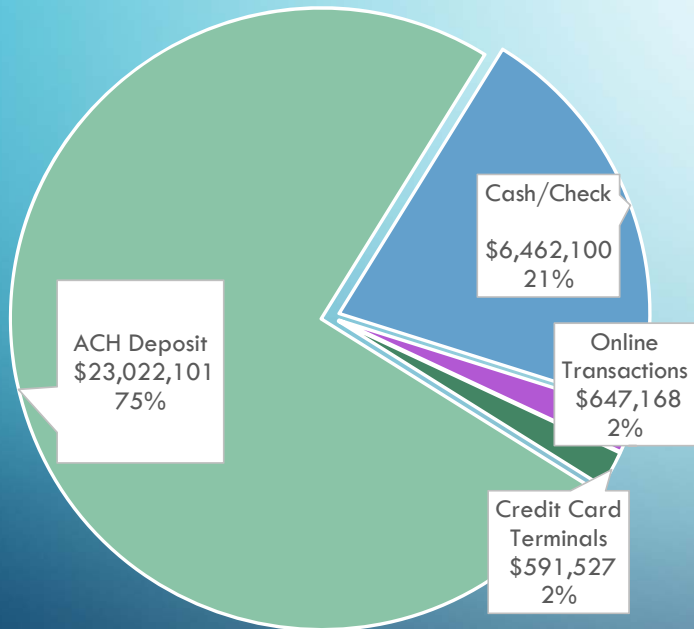


Property Tax by Payment Type



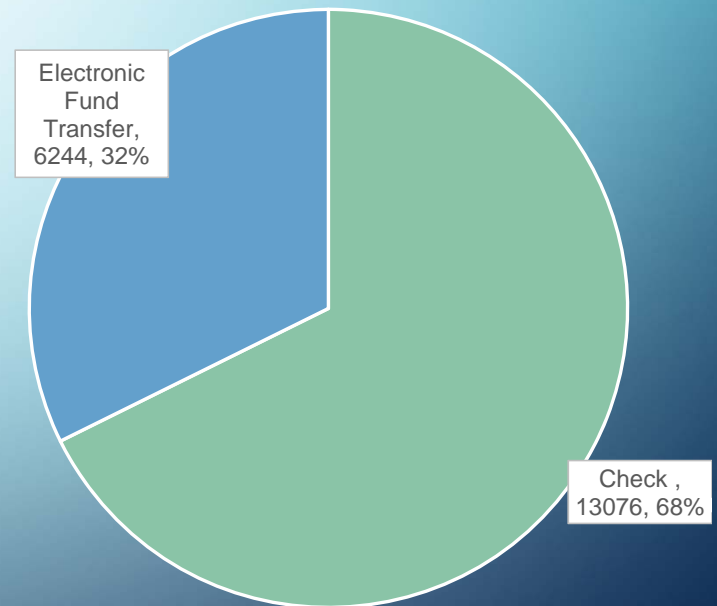
# LANCASTER COUNTY COLLECTIONS AND EXPENDITURES

## Collections by Payment Type for FY17-18



- ACH Deposit
- Cash/Check
- Online Transactions
- Credit Card Terminals

## 2017 Vendor Payment Type



- Check
- Electronic Fund Transfer

# LANCASTER COUNTY ONSITE AGENDA

Wednesday, October 24, 2018	Activity	Location
9:00 A.M	County Treasurer	555 South 10th Street Room 106
10:30 A.M	Corrections	555 South 10th Street Room 106
11:45:00 PM	Lunch	
1:00:00 PM	Clerk of the District Court	555 South 10th Street Room 106
2:15:00 PM	Community Corrections	555 South 10th Street Room 106
3:30:00 PM	Purchasing/Co Board	555 South 10th Street Room 106

Thursday, October 25, 2018	Activity	Location
8:30:00 AM	County Board Staff Meeting	555 South 10th St Room 103
9:00:00 AM	Meet NACO-Jon Cannon	555 South 10th St-County Treasurer's Office
9:30:00 AM	Property Management	555 South 10th Street Room 106
10:45:00 AM	Sheriff's Office	555 South 10th Street Room 106

## Preliminary Findings and Actions

- Increased the messaging about electronic payments to citizens and county offices
- Increased transactions on the new online shopping cart
- Removed inserted envelope in tax statement due to low use
- Added electronic payment marketing in the upcoming tax statement

## Goals

- Prove cost savings with increased digital payments county wide
- Work towards reasonable service fees for citizens
- Gauge citizen and employee satisfaction of user friendly electronic payment options