

PAYROLL COMPARISON – 2026

Proposer Name: Tonya Sayles

Evaluator Printed Name: Robert A. Fragale

PAYROLL from Operational Form 4.3 Staffing and Personnel Calculation

Location Number(s)

	<u>Loc. 1</u> 18-D	<u>Loc. 2</u> 18-M	<u>Loc. 3</u>	<u>Loc. 4</u>	<u>Loc. 5</u>	<u>Loc. 6</u>
Highest Rate	\$15	\$18				
Lowest Rate	\$11	\$11				
Number of Hours Recommended	121	268				
Number of Hours Proposed	127	275				
Total Monthly Wages	\$5,820	\$14,736				

Comments:

PERSONAL EVALUATION (2026)

Tonya Sayles
18-D / 26067
Cuyahoga County, Cleveland
8039 Euclid Ave.

Evaluation Team Number: _____

Location(s) Proposed: (#1) 18-D 18-M _____

Proposed as 2nd Location _____ X _____

Verify Proposer's Full Name: (#2) Tonya Patrice Sayles-Houston

Proposer's County of Residence (NPC Operation): (#4) _____

Verify Proposer's Driver's License Number: (#6) _____

Proposing as Minority: (#9) Yes X No _____

Proposing as: (#10) Individual X Clerk of Courts _____ Co. Auditor _____ Nonprofit Corp. _____

SCORING SUMMARY

FORM 3.0, PERSONAL CHECKLIST	(Max. 16 Points):	<u>16</u>
PERSONAL EVALUATION, Page 2	(Max. 55 Points):	<u>55</u>
BUSINESS AND EMPLOYMENT EXPERIENCE, Page 3	(Max. 100 Points):	<u>100</u>
PERSONAL EVALUATION, Page 5	(Max. 28 Points):	<u>28</u>
PERSONAL EVALUATION, Page 6	(Max. 17 Points):	<u>17</u>
PERSONAL EVALUATION, Page 7	(Max. 27 Points):	<u>27</u>
PERSONAL EVALUATION, Page 8	(Max. 15 Points):	<u>15</u>

TOTAL POINTS (Max. 258 Points): 258

Comments: _____

<u>Evaluators' Signatures</u>	<u>Evaluators' Printed Names</u>	<u>Date</u>
(1) <u>Robert A. Fragale</u>	<u>Robert A. Fragale</u>	<u>2/23/26</u>
(2) _____	_____	_____

PERSONAL EVALUATION		OK	NO
1. Proposer does not and will not hold a PROHIBITED elective public office other than County Clerk of Courts or County Auditor? (#11 & 12)	☐	*	
2. Proposer does not hold an overlapping deputy registrar contract? (#13) If contract overlaps, what is the expiration date of the contract? _____	☐	0	
3. Proposer is not a prohibited relative of a current deputy registrar? (#14, 15 & 16)	☐	*	
4. Proposer is not a prohibited relative of an ODPS employee, or (if a relative) proposer has either been a deputy registrar continuously since January 1, 1992, or the ODPS employee became employed after the proposer was first appointed deputy registrar? (#17)	☐	*	
5. Proposer is not a State of Ohio employee or will resign? (#19)	☐	*	
6. Proposer is not an active insurance agent or is nonprofit? (#20)	☐	*	
7. Proposer states no criminal conviction within the last 10 years? (#21)	☐	*	
8. Proposer owes no local, state, or federal delinquent taxes, social security payments, workers' compensation premiums or mandatory contributions? (#22)	☐	*	
9. Proposer agrees to maintain acceptable business liability insurance in accordance with Ohio Revised Code section 4503.03(C)? (#23)	☐	*	
10. Proposer can meet bond requirements? (#24 and acceptable proof)	☐	*	
11. Acceptable educational information OR nonprofit corporation? (#25)	☐	0	
12. Proposer has computer training or experience? (#26)	☐	0	

PERSONAL EVALUATION POINTS, Page 2 (Max. 55 Points) 55

NOTE: Score indicated "*" may lead to disqualification OR contract contingency. Score "0" may lead to contract contingency.

Comments: _____

BUSINESS AND EMPLOYMENT EXPERIENCE VERIFICATION

Person called: Verified at telephone ()

Company: Mid-Town BMW

Relationship: Deputy Registrar

Verified experience as: Deputy Registrar Agency Owner (50) X Other Business Owner (34)

Manager or Supervisor (25) Deputy Registrar Employee (23) Other Employee (20)

Hours per week: 40+

From (date): 7/2007 To (date): 6/2026 Length: 19 years

Verified Hours 40+ = Factor 1 x Years 19 x Points 50 = 950

Person called: at telephone ()

Company:

Relationship:

Verified experience as: Deputy Registrar Agency Owner (50) Other Business Owner (34)

Manager or Supervisor (25) Deputy Registrar Employee (23) Other Employee (20)

Hours per week:

From (date): To (date): Length:

Verified Hours = Factor x Years x Points =

Person called: at telephone ()

Company:

Relationship:

Verified experience as: Deputy Registrar Agency Owner (50) Other Business Owner (34)

Manager or Supervisor (25) Deputy Registrar Employee (23) Other Employee (20)

Hours per week:

From (date): To (date): Length:

Verified Hours = Factor x Years x Points =

BUSINESS AND EMPLOYMENT EXPERIENCE CALCULATION

13. DEPUTY REGISTRAR AGENCY OWNER Experience, Form 3.2

ITEM	AGENCY/COMPANY	HOURS	=	FACTOR	x	YEARS	x	POINTS	=	SCORE	VERIFIED	
A.	Mid-Town BMV	#	NA	=	1.0	x	19	x	50	=	950	X
B.		#	NA	=	1.0	x		x	50	=		
C.		#	NA	=	1.0	x		x	50	=		
Subtotal of 13-A, 13-B & 13-C =										950		

14. OTHER BUSINESS OWNERSHIP Experience, Form 3.2

ITEM	AGENCY/COMPANY	HOURS	=	FACTOR	x	YEARS	x	POINTS	=	SCORE	VERIFIED
A.		#	=		x		x	34	=		
B.		#	=		x		x	34	=		
C.		#	=		x		x	34	=		
Subtotal of 14-A, 14-B & 14-C =											

15. SUPERVISORY / MANAGEMENT (ANY BUSINESS – INCLUDING DR) Experience, Form 3.2

ITEM	AGENCY/COMPANY	HOURS	=	FACTOR	x	YEARS	x	POINTS	=	SCORE	VERIFIED
A.		#	=		x		x	25	=		
B.		#	=		x		x	25	=		
C.		#	=		x		x	25	=		
Subtotal of 15-A, 15-B & 15-C =											

Total DR, Ownership and/or Management #13-15 (Max. 100 Points) = 100

16. DEPUTY REGISTRAR EMPLOYMENT (NON-MANAGEMENT) Experience, Form 3.2

ITEM	AGENCY	HOURS	=	FACTOR	x	YEARS	x	POINTS	=	SCORE	VERIFIED
A.		#	=		x		x	23	=		
B.		#	=		x		x	23	=		
C.		#	=		x		x	23	=		
D.		#	=		x		x	23	=		
Subtotal of 16-A, 16-B, 16-C & 16-D =											

Total DR Employment Experience #16 (Max. 90 Points) =

17. OTHER EMPLOYMENT Experience, Form 3.2

ITEM	AGENCY/COMPANY	HOURS	=	FACTOR	x	YEARS	x	POINTS	=	SCORE	VERIFIED
A.		#	=		x		x	20	=		
B.		#	=		x		x	20	=		
C.		#	=		x		x	20	=		
D.		#	=		x		x	20	=		
Subtotal of Lines 17-A, 17-B, 17-C & 17-D =											

Total Other Employment Experience #17 (Max. 80 Points) =

ENTER LARGEST OF TOTALS [13-15 (100 pts.), 16 (90 pts.), or 17 (80 pts.)] = 100

PERSONAL EVALUATION**OK | NO****18. Form 3.3 – Customer Service Experience**

Did proposer provide acceptable list of ideas to improve customer service at a deputy registrar agency or provide an example of something done as part of a job or business to improve services for customers?



0

19. Form 3.4 – Start-Up Cost Funds On Deposit (not required for Auditors or Clerks of Courts)

A. Are funds in acceptable financial institution and verified with bank/teller stamp?



*

B. Are funds in proposer's or proposer's business name or joint with spouse?



*

20. Form 3.5 – Political Contributions Report (not required for Auditors or Clerks of Courts)

Did proposer mark "NO" for every category, every year?
(For Nonprofit Corporations, evaluate both Corporation's and CEO's Form 3.5)



*

21. Form 3.6 – Personnel Policy Summary

Does proposer agree to provide/maintain a written personnel policy covering the following:

A. Hiring employees with deputy registrar agency experience?

B. Equal Employment Opportunity?

C. Employee training by the deputy registrar?

D. Participation in BMV provided training?

E. Evaluation of employee performance?

F. Grounds for discipline or dismissal/termination (list) which shall include drug and alcohol use?

G. Progressive disciplinary steps?

H. Dress code with list of acceptable attire?

I. Dress code with list of unacceptable attire?

J. A policy for maintaining the professional appearance of all staff at all times?

K. Fringe benefits (beyond those required by law or contract)?



0

PERSONAL EVALUATION POINTS, Page 5 (Max. 28 Points) 28

NOTE: Score indicated "*" may lead to disqualification OR contract contingency. Score "0" may lead to contract contingency.

Comments: _____

PERSONAL EVALUATION

OK | NO

22. Form 3.7 – Security Plan Summary - Did proposer agree to provide:		
A. An electronic alarm system? (Mandatory)		*
B. Alarm system monitored 24 hours, off-site? (Mandatory)		
C. Alarm system reports off-site if wires cut or tampered with? (Mandatory)		
D. Adequate alarm monitored panic/hold-up buttons? (Mandatory)		
E. Motion detectors connected to alarm system? (Mandatory)		
F. Alarm monitored contacts on all exterior doors? (Mandatory)		
G. Alarm monitored contacts on all exterior windows? (Mandatory)		
H. Video recording camera surveillance system? (Mandatory)		
I. Safe or secured locking cabinet? (Mandatory)		
J. Secured storage room with alarm monitored contacts on door(s) and window(s), if applicable? (Mandatory)		
K. Cross cut shredder to be made available to destroy customer copy records? (Mandatory)		
L. All doors and all windows will be securely locked when license agency is closed? (Mandatory)		
M. Smoke, fire, and carbon monoxide detection devices (Mandatory)?		
N. Interior/Exterior motion activated security lights? (Suggested) – Check OK or NO	☒	NO

23. Form 3.8 – Facility Maintenance Plan Summary - Did proposer agree to provide:		
A. Indoor/Outdoor maintenance and cleaning?	☐	0
B. Prompt snow and ice removal?	☐	0
C. Carpet and/or floor cleaning (if appropriate)?	☐	0
D. Repainting?	☐	0

PERSONAL EVALUATION POINTS, Page 6 (Max. 17 Points)

17

NOTE: Score indicated "*" may lead to disqualification OR contract contingency. Score "0" may lead to contract contingency.

Comments: _____

PERSONAL EVALUATION

OK | NO

24. Form 3.9 – Involved and Invested in Your Business

1. How do you plan to manage, be responsible, and be accountable for this business at all times?	☐	0
2. How will you ensure that all laws, rules, guidelines and procedures are followed, at all times, specifically with regard to issuing and renewing driver licenses, identification cards, and vehicle registrations?	☐	0
3. What measures will you put in place to detect, deter, and prevent fraud?	☐	0
4. The Ohio Bureau of Motor Vehicles routinely issues new and/or revised policy and procedural changes through email broadcasts to the deputy registrars. How will you ensure that policies and procedures are communicated to the staff and followed on a daily basis?	☐	0
5. How will you demonstrate good leadership to your employees?	☐	0
6. How will you maintain a high level of professionalism each day in this business?	☐	0
7. How do you intend to recruit and retain high quality employees?	☐	0
8. How will you provide a safe, clean, and friendly place to do business?	☐	0
9. How would you deal with an irate customer?	☐	0
10. What training or advice do you, or will you, give to your employees for dealing with irate customers?	☐	0
11. How will you meet the expectations of the Ohio Bureau of Motor Vehicles?	☐	0
12. Why should the Ohio Bureau of Motor Vehicles consider you for a deputy registrar license agency contract?	☐	0

25. Form 3.10(A) (B) or (C) – Affidavit of Individual, Auditor/Clerk of Courts or Nonprofit Corporation

A. Did proposer submit proper affidavit without alteration and does it appear to be complete, accurate, and truthful ?	☐	*
B. Is it the affidavit duly signed and notarized?	☐	*

26. Local Law Enforcement Report / Articles of Incorporation (AOI)

A. No disqualifying convictions for individual / AOI for nonprofit corporation?	☐	*
B. No convictions (except minor traffic) / AOI for nonprofit corporation?	☐	0

27. BCI / FBI Criminal Background (WebCheck) Report / AOI for Nonprofit Corporation

No disqualifying convictions for individual / AOI for nonprofit corporation?	☐	*
--	--------------------------	---

PERSONAL EVALUATION POINTS, Page 7 (Max. 27 Points)

27

OK NO

A. Credit report submitted contains credit score?	☒	0
B. No tax liens (state or federal)?	☒	0
C. No judgments for the past 36 months? *	☒	0
D. *No bankruptcy filed or trusteeship imposed for the past 36 months?	☒	0
E. *No other negative items (charge-offs, collections, etc.) for the past 36 months?	☒	0
F. *No negative items (pattern of delinquencies, etc.) for the past 60 months?	☒	0
* Exclude minor medical judgments and disputed items with good cause explanation.		

29.	The overall quality of this proposal is deemed to be of satisfactory or higher overall quality? (Note any deficiencies in comments area below or on page 1)	☒	0
-----	---	-------------------------------------	---

PERSONAL EVALUATION POINTS, Page 8 (Max. 15 Points) 15

NOTE: Score indicated "*" may lead to disqualification OR contract contingency. Score "0" may lead to contract contingency.

[illegible]

OPERATIONAL EVALUATION (2026)

Tonya Sayles
18-M / 26068
Cuyahoga County, Cleveland
3345 Edgecliff Terrace

FORM	DESCRIPTION	OK	NO
4.0	Operational Checklist – Maximum = 6 Points (enter points recorded on bottom of Form 4.0)	6	
4.1	Appointment of Agency Managers		
	A. Deputy to Work at Least Twenty (20) Hours Per Week Proposed Work Hours Per Week <u>20</u>	☒	*
	B. Appointment of Manager and Assistant OR Acceptable Statement	☒	0
4.2	Experienced Employees Summary		
	Gave Acceptable Statement OR Provided Names	☒	0
4.3	Staffing and Personnel Calculation		
	A. Hours Recommended: <u>268</u> Proposed: <u>275</u>	☒	*
	B. Work Hours and Pay Calculated Correctly	☒	0
	C. Meets Minimum Wage Requirement (2026 Ohio Minimum Wage Rate = \$7.25 or \$11.00 Per Hour)	☐	*
4.4	Start-Up Costs Calculation		
	A. Adequate and Accurate Personnel Costs	☒	0
	B. Adequate and Accurate Site Preparation Costs	☒	0
	C. Adequate and Accurate Rental Payments	☒	0
	D. Total Required: \$ <u>20,421.00</u> On Deposit (Form 3.4): \$ <u>37,330</u>	☒	*
4.5	Deputy Registrar Contract		
	A. Filled Out Completely and Properly	☒	0
	B. Signed and Properly Notarized	☒	0

OPERATIONAL EVALUATION POINTS (Max. 40 Points) 40

NOTE: Score indicated "*" may lead to disqualification OR contract contingency. Score "0" may lead to contract contingency.

Comments: _____

<u>Evaluators' signatures</u>	<u>Printed names</u>	<u>Date</u>
(1) <u>Robert A. Fragale</u>	<u>Robert A. Fragale</u>	<u>2/23/26</u>
(2) _____	_____	_____

Operational Evaluation (2026)

3.1 PERSONAL QUESTIONNAIRE

1. List all location numbers for which the applicant intends to submit a proposal (limit six locations).
Check the box underneath if proposing the location as a second site in addition to a current agency:

18-D

18-M



2. Full legal name of proposer Tonya Patrice Sayles-Houston

7. Spouse's name (nonprofit corporation N/A) Kelvin Houston

9. Are you proposing as the owner of a minority business enterprise (MBE)? No ☐ Yes ☒

10. Proposer is (check one and follow instructions):

☒ An **individual person**. These forms are designed to be self-explanatory for Proposers proposing as individual persons. Answer all questions as they apply to you personally. If a question does not apply to you, enter "N/A" or "Not applicable";

☐ The **Clerk of Courts** of _____ County;

☐ The **County Auditor** of _____ County. Answer all questions as they apply to you and your position as Clerk of Courts or County Auditor. If a question does not apply to you or your position, enter "N/A" or "Not applicable";

☐ A **nonprofit corporation (NPC)**. An officer or an authorized agent should answer all questions and sign all documents on behalf of the NPC. The answers must refer to the NPC itself and not to the individual officers, agents, or employees of the NPC, unless otherwise specified. Many questions are not applicable to nonprofit corporations. To assist your responses, we have marked those questions "NPC N/A" meaning we believe the marked question is not applicable to most nonprofit corporations. Please answer all other questions unless clearly inapplicable.

11. A. Are you currently serving in elective public office, other than Clerk of Courts or County Auditor, either by election or appointment (includes precinct committee person)? (NPC N/A)

Yes _____ No ☒

B. If YES, in what elective office are you serving? _____

C. If YES, date that you plan to leave this office? _____

12. A. Are you currently running for any elective public office.
(including precinct committee person)? (NPC N/A)

Yes _____ No ☒

B. If YES, what office? _____

13. A. Are you currently a deputy registrar?

Yes ☒ No _____

B. If YES, on what date does your contract expire? 06/28/2026

C. If YES, have you served as a deputy registrar continuously
since January 1, 1992?

No ☒ Yes _____

14. A. Is your spouse currently a deputy registrar? (NPC N/A)

Yes _____ No ☒

B. If YES, on what date does your spouse's contract expire? _____

For the following three questions, **extended family** includes your spouse, parent, brother, sister, son, daughter, father-in-law, mother-in-law, brother-in-law, sister-in-law, son-in-law, or daughter-in-law:

15. A. Does any member of your extended family currently hold a deputy registrar contract? (NPC N/A)

Yes _____ No ☒

B. If YES, list their name, relationship to you, whether you share the same household, and date their contract expires here:

Name	Relationship	Same Household		Contract Expires
_____	_____	Yes _____	No _____	_____
_____	_____	Yes _____	No _____	_____
_____	_____	Yes _____	No _____	_____
_____	_____	Yes _____	No _____	_____

16. A. To the best of your knowledge, will any member of your extended family
submit a proposal in response to this RFP? (NPC N/A)

Yes _____ No ☒

B. If YES, list their name, relationship to you, and whether you share the same household:

Name	Relationship	Same Household
		Yes ☐ No ☐
		Yes ☐ No ☐
		Yes ☐ No ☐
		Yes ☐ No ☐

17. A. Is any member of your extended family employed by any subdivision of the Ohio Department of Public Safety? (NPC N/A)

Yes ☐ No ☒

B. If YES, list their name, relationship to you, and the date they became so employed:

Name	Relationship	Employment Date

18. A. Have you completed the Political Contributions Report, Form 3.5?
(NPC must submit one for NPC itself and one for its C.E.O.)

No ☐ Yes ☒

B. If "NO," are you applying as a Clerk of Courts or County Auditor? No ☒ Yes ☐

19. A. Are you an employee of the State of Ohio? (NPC N/A)

Yes ☐ No ☒

B. If "YES," will you resign, if appointed? No ☐ Yes ☐

20. Are you an insurance company agent, writing automobile insurance?
(NPC N/A)

Yes ☐ No ☒

21. Has Proposer (including NPC and proposed office manager) been convicted within the past ten years of a crime punishable by death or imprisonment in excess of one year (felony), or any crime involving dishonesty or false statement?

Yes ☐ No ☒

22. As of the date of this certification does Proposer owe any overdue taxes, unemployment compensation contributions, social security payments, or workers' compensation premiums either to the State of Ohio or any political subdivision thereof, or to the federal government, or any other state or locality within the United States?

Yes ☐ No ☒

23. Is Proposer willing and able, if appointed, to maintain during the entire term of your contract a policy of business liability property damage, and theft insurance satisfactory to the Registrar and hold the Department of Public Safety, the Director of Public Safety, the Bureau of Motor Vehicles, and the Registrar of Motor Vehicles harmless upon claims for damages in accordance with Ohio Revised Code 4503.03(C)? (County Auditor/Clerk of Courts N/A)

No _____ Yes ☒

24. Is Proposer bondable as outlined in Ohio Administrative Code 4501:1-6-01(B)?

No _____ Yes ☒

25. Please provide the following information regarding your education. If applying as a NPC, please provide educational information for the individual who will manage the license agency business.

High school diploma?

No _____ Yes ☒

High school name Glenville High School

City Cleveland State Ohio Zip 44108

College name Cleveland State University

City Cleveland State Ohio Zip 44115

Major Elementary Education Degree awarded Course Credit

College name Vogue Beauty Academy

City Cleveland Hts State Ohio Zip 44118

Major Advanced Cosmetologist Degree awarded State License

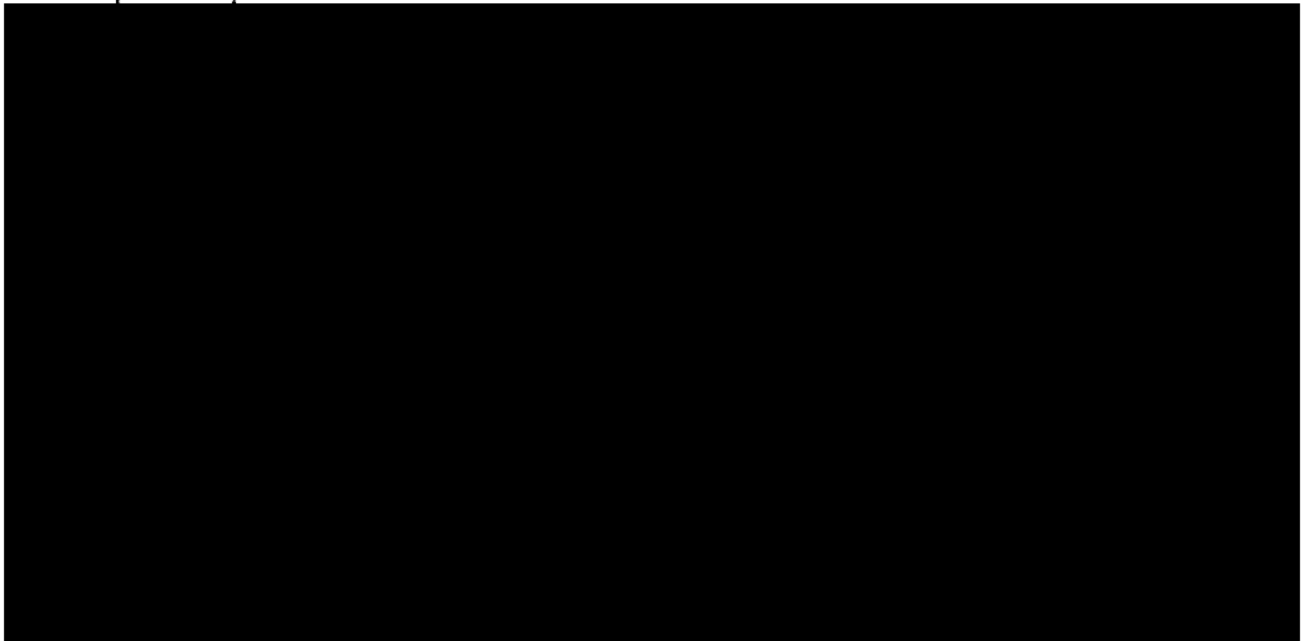
26. Computer experience. Does Proposer have any training or experience working with or using computers? (Incumbent deputy registrars may take credit for operating BMV computers. For nonprofit corporations, this question should be answered for computer systems operated or used in the nonprofit corporation's activities.)

No _____ Yes ☒

If "YES" please explain all computer experience in detail.

I have been experienced with computers since introduced during elementary to college and various jobs. Microsoft Word, Windows, XP, and excels to present. Numerous system upgrades with BMV software to name a few includes: D2K, P.O.S, Bass and the new Q-Flow system. Communication through Clink and Chat, Outlook web access email. Home Computer. Computers not related to BMV would be Simples Alarm system, Emergency Call System, CRIS/NCIC/LEADS Computer and Banner System during a Police Dispatcher jobs.

27. Please provide the requested information for three persons we can contact by telephone during daytime business hours and who will serve as a character reference for you. Do not list relatives, political contacts, or employees of the Department of Public Safety (including BMV). If we are unable to contact at least one person or that person is unable to serve as a character reference, you may be evaluated unfavorably. Nonprofit corporations should list references who are familiar with the nonprofit corporation's activities.



List any special instructions for contacting this person during business hours:
None

28. Employment, management, supervisory, and business experience. Each Proposer's experience is one of the most important factors to be considered in the award of deputy registrar contracts. For the purposes of this RFP, experience gained prior to the year 1990 will not be evaluated or considered. Please provide a professional resume, in chronological order (no earlier than 1990), the positions you have held. If the position you held in 1990 was one you started before 1990, you may list that position and the date you actually started on your submitted resume. If you did not hold any position in 1990, please begin with the first position you held after 1990. If applying as a NPC, please provide a description of the fundraising, program, and charitable functions of the nonprofit corporation.

FORM 3.2(A) BUSINESS OWNERSHIP EXPERIENCE
FORM 3.2(B) MANAGEMENT AND/OR SUPERVISORY EXPERIENCE
FORM 3.2(C) EMPLOYEE EXPERIENCE

Instructions

It is important that you supply complete and accurate information about all relevant business ownership, management, supervisory, and employment experience so that the BMV will be able to verify that experience from independent sources. Generally, proposers receive the most consideration for service as a deputy registrar, second most consideration for service as a business owner, third most consideration for service as a manager or supervisor, fourth most consideration as a deputy registrar employee without management experience, and least consideration for other employment experience without any supervisory or management experience. Be sure to include as much detailed experience possible within the submitted professional resume.

Nonprofit corporations must report only the businesses and activities conducted by the nonprofit corporation itself on Form 3.2(A) Business Ownership Experience. If the nonprofit corporation has operated a deputy registrar agency, that information should be entered and submitted on one Form 3.2(A) Business Ownership Experience. Any other business activities (fundraising, charitable activities, etc.) should also be entered and submitted on a separate 3.2(A) Business Ownership Experience. Use a separate Form 3.2 for each separate business activity performed by the NPC and a separate Form 3.2(A) for each separate business activity performed by the NPC.

Form 3.2(A) Business Ownership Experience. Deputy registrars, nonprofit corporations, county auditors, clerks of courts, and individuals should use this form to report on businesses actually owned and operated by them.

Form 3.2(B) Management and/or Supervisory Experience. Individuals, county auditors, and clerks of courts should use this form to report management and supervisory experience performed by them. Service as a county auditor or clerk of court qualifies as management and supervisory experience.

Form 3.2(C) Employee Experience. Individuals, county auditors, and clerks of courts should use this form to report all other employment that did not include management or supervisory authority.

FORM 3.2(A) BUSINESS OWNERSHIP EXPERIENCE

Instructions. Please fill out one of these forms 3.2(A) for each business you have owned. Do not use this form 3.2(A) for management, supervisory, or employee experience. If you have owned more than one business, submit a separate for 3.2(A) for each business owned. *Please make additional copies of this form as necessary.*

Proposer's name Tonya Patrice Sayles-Houston Company name Mid-Town BMV
Company address 8039 Euclid Ave City Cleveland
State Ohio Zip 44103 Telephone (216) 721-8113
Type of business (deputy registrar, retail grocery, etc.) Deputy Registrar

Company's products and/or services Real id, state id, dl, Tipic, cdl and vehicle registration
Voter registration, BCII Web check agent, notary, fax and reinstatement processing.

BUSINESS OWNER - Form of ownership (sole proprietor, partner, etc.): Sole Proprietor

1. Federal Tax ID Number: [REDACTED]
2. Percentage of business you owned: 100 % Hours worked weekly 40+
3. Dates you operated this business: From: month 07 year 2007 To: month 06 year 2026
4. Is/was this business profitable? No Yes ✓
5. Is/was this business your primary source of income and support? No Yes ✓
6. Do/did you directly hire, evaluate, train, and discipline employees? No Yes ✓
7. Do/did you directly manage employees on a daily basis? No Yes ✓
- If you answered yes to question number 6, how many employees do/did you manage? 9
8. Have you ever developed a comprehensive business plan? No Yes ✓

List at least one person, not a relative of yours, who can verify this experience. If we cannot contact at least one person to verify this experience, you will not receive any credit for it. (If you are a deputy registrar or deputy registrar employee, you may list BMV employees to verify that experience.)

Name	City	State	Zip	Daytime Phone
------	------	-------	-----	---------------

3.2(B) MANAGEMENT AND/OR SUPERVISORY EXPERIENCE

Instructions. Please fill out one of these forms 3.2(B) for each separate management or supervisory job you have held. Do not use this form 3.2(B) for business ownership or regular employee positions. Use a separate form 3.2(B) for each management or supervisory position that you have held. *Please make additional copies of this form as necessary.*

Proposer's name Tonya Patrice Sayles-Houston Company name Wade Park License BMV
Company address 9200 Wade Park Ave City Cleveland
State Ohio Zip 44106 Telephone (216) 721-8020
Type of business (deputy registrar, retail grocery, etc.) Deputy Registrar

Management/supervisory duties Hire, train, discipline, schedule staff, payroll, email correspondence, customer support, prepare/deposit state funds and check accuracy of all transactions, and inventory control.

MANAGER OR SUPERVISOR - Job title: Office Manager

1. Title of position Office Manager Hours worked weekly? 40+
2. Dates this position was held: From: month 06 year 2001 To: month 07 year 2007
3. Do/did you directly hire, evaluate, train, and discipline employees? No Yes ✓
4. Do/did you directly manage/supervise employees on a daily basis? No Yes ✓
If you answered yes to question number 4, how many employees do/did you manage? 9
5. Have you ever developed a comprehensive business plan? No Yes ✓

List at least one person, not a relative of yours, who can verify this experience. If we cannot contact at least one person to verify this experience, you will not receive any credit for it. (If you are a deputy registrar or deputy registrar employee, you may list BMV employees to verify that experience.)

Name	City	State	Zip	Daytime Phone

3.2(C) EMPLOYEE EXPERIENCE

Instructions. Please fill out one of these forms 3.2(C) for each and every separate job you have held as an employee. Do not use this form 3.2(C) for business ownership or jobs in which you had management or supervisory duties. Use a separate form 3.2(C) for each non-management and/or non-supervisory job held. *Please make additional copies of this form as necessary.*

Proposer's name Tonya Patrice Sayles-Houston Company name Wade Park License Bmv

Company address 9200 Wade Park Ave City Cleveland

State Ohio Zip 44106 Telephone (216) 721-8020

Type of business (deputy registrar, retail grocery, etc.) Deputy Registrar

EMPLOYEE - Job title: Assistant Manager/Data Entry Clerk

Hours worked weekly 40 Job duties Train staff, filing reports, inventory, stock, cashier,

customer/staff support, process all identification cards, vehicle registration, voter registration, house keeping

and assist with all bmv related duties as required.

Dates of this employment: From: month 12 year 1996 To: month 06 year 2001

Describe how and to what extent **you provided high quality customer service** at this position:

Greeting customers with a smile while checking line for smooth transaction. Being adequately staffed.

Assisting customers with unsatisfied issues. Supervisor always on duty. Installing plates and stickers when

needed and having problem-solving skills

List at least one person, not a relative of yours, who can verify this experience. If we cannot contact at least one person to verify this experience, you will not receive any credit for it. (If you are a deputy registrar or deputy registrar employee, you may list BMV employees to verify that experience.)

Name	City	State	Zip	Daytime Phone
------	------	-------	-----	---------------

3.3 CUSTOMER SERVICE EXPERIENCE

Instructions. Please give us a list of ideas you have to improve customer service at your deputy registrar agency. You will only receive full credit if you demonstrate sufficient customer service awareness.

- A. This is a list of ideas I have to improve customer service at my deputy registrar agency if I am awarded a contract (Please be specific) and/or this is an example of something I have done as part of my job or business to improve services for my customers (Please be specific):

As a Deputy Registrar, I have invested in relocating my agency to a more newly remodeled, safe, convenient, comfortable, relaxed and sophisticated location. Purchased and designed new standup counters with designer countertops with a classy, updated look. Making two ADA accessible areas. Recognizing those immediately who need extra/special care by providing a wheelchair that is on hand as needed. New comfortable chairs, lighting, and updated surveillance camera system that is viewed by Deputy Registrar while away from bureau in and out of state. New updated lit bmv logo signage and newly installed ace unit in 2024. Total Cost of improvements \$35,000+ of own money. Continued approved operations as BCII Web-Check agent since 2009 through Attorney General Office with good standing. Processing reinstatement payments and transactions. Provide free mints on counter along with hand sanitizer and Kleenex. Provided a Vending machine for snacks. Manager and staff occasionally volunteer and provide holiday meals, clothes and toys as needed at the men shelter of Cleveland. Invited yearly by Director of The City Mission of Cleveland as a guest to represent my agency with questions to obtain Identifications and provide info on reinstatement for those transitioning from incarceration and/or homelessness. Several days throughout the week, I extend my business hours before and after for customer convenience, "The customer love that". Purchase and provide free calendars for customers appreciation. Agency is within walking distance of Cleveland Clinic Hospital, Cleveland State University, University Hospital, Case Western Reserve University, VA Hospital and Museums. Along with other large, and small businesses. Walking distance of elderly and community living facilities. Will continue to hire experienced clerks with whom they can provide excellent customer service and to whom can quickly identify irate unsatisfied customers. Also being able to identify fraud activity and identify discomfort customers. Our customer service has also improved by being able to quickly solve problems. We hold group and one on one meetings with staff and provide staff with tools on customer service as needed.

Form 3.3, Customer Service Experience (2026)

3.5 POLITICAL CONTRIBUTIONS REPORT

Instructions

Instructions You must report on the following page whether you and your immediate family together gave more than \$100.00 to any political party or to certain individual candidates during any one of the last three calendar years and so far this year.

"Immediate family" means you, a spouse residing with you, and any dependent children. You must add together all contributions you, your spouse, and your dependent children made to each separate party or each separate candidate during each calendar year.

"Political party" means each separate political party and includes any political action committee (PAC) and any "continuing association" which are connected to that political party. "Political party" includes all levels of that party, federal, state, county, and local.

"Candidate" includes both the candidate and any of that candidate's campaign committees. You must report only for candidates for the following offices: Ohio governor, attorney general, secretary of state, treasurer of state, auditor of state, state senator or state representative. You are not required to report any contributions to federal, county, local, or judicial candidates.

"More than \$100.00" means any amount exceeding \$100.00, starting with \$100.01. A contribution of exactly \$100.00 or less is acceptable. Contributions include the value of any "in-kind" contributions.

County Auditors and Clerks of Court are exempt from this requirement and need not file this Report of Political Contributions.

Nonprofit Corporations must submit one report for the nonprofit corporation itself and one report for the chief executive officer (C.E.O.) who has, or will have, primary responsibility for the nonprofit corporation's operation of the deputy registrar agency. There is only one copy of this report in this package. Nonprofit corporations must make a second copy and submit one copy for the nonprofit corporation itself and one for the C.E.O. who will be responsible for the operation of the deputy registrar agency.

Name: _____

Title (if officer of nonprofit corporation): _____

(A nonprofit corporation must submit two separate reports: one for the nonprofit corporation itself, and one for its chief executive officer)

Did you and your immediate family together give more than \$100.00 to any of the following during any one of the years listed? You must place a check mark "✓" in the appropriate box, "yes" or "no" for each category and year separately.

RECIPIENT	JAN 1 - DEC 31 2023		JAN 1 - DEC 31 2024		JAN 1 - DEC 31 2025		2026 To Date	
	Yes	No	Yes	No	Yes	No	Yes	No
Democratic Party including PACs and Associations		✓		✓		✓		✓
Republican Party including PACs and Associations		✓		✓		✓		✓
Any other Party including PACs and Associations		✓		✓		✓		✓
Governor, Candidate and Committee		✓		✓		✓		✓
Attorney General, Candidate and Committee		✓		✓		✓		✓
Secretary of State, Candidate and Committee		✓		✓		✓		✓
Treasurer of State, Candidate and Committee		✓		✓		✓		✓
Auditor of State, Candidate and Committee		✓		✓		✓		✓
State Senator, Candidate and Committee		✓		✓		✓		✓
State Representative, Candidate and Committee		✓		✓		✓		✓

3.6 PERSONNEL POLICY

A comprehensive personnel policy must be readily available and presented upon request. Items needing covered within the agency's comprehensive personnel policy are listed below.

Do you agree to provide a comprehensive personnel policy, if requested, that covers the listed items?

No _____ Yes ✓

COMPREHENSIVE PERSONNEL POLICY MUST INCLUDE PROVISIONS FOR:

HIRING EMPLOYEES WITH DEPUTY REGISTRAR AGENCY EXPERIENCE
EQUAL EMPLOYMENT OPPORTUNITY
EMPLOYEE TRAINING BY THE DEPUTY REGISTRAR
PARTICIPATION IN BMV PROVIDED TRAINING
DOCUMENTED PERIODIC EMPLOYEE PERFORMANCE EVALUATIONS (ANNUAL AT A MINIMUM)
LIST OF GROUNDS FOR DISCIPLINE OR DISMISSAL
PROGRESSIVE DISCIPLINARY ACTION
DRESS CODE WITH LISTS OF ACCEPTABLE AND UNACCEPTABLE ATTIRE
POLICY FOR MAINTAINING PROFESSIONAL APPEARANCE
FRINGE BENEFITS

3.7 SECURITY PLAN SUMMARY

If you are awarded a contract, you will be required to adopt a security plan to assure that agency employees, patrons, other citizens, equipment, and consigned inventory will be protected from harm (your plan should detail how you intend to address the items listed below).

If you are awarded a contract, do you agree to provide all of the following?

Yes ☒ No ☐

ELECTRONIC ALARM SYSTEM
ALARM SYSTEM MONITORED 24 HOURS, OFF-SITE
ALARM SYSTEM REPORTS OFF-SITE IF WIRES ARE CUT OR TAMPERED
ADEQUATE ALARM MONITORED PANIC/HOLD BUTTONS
MOTION DETECTORS CONNECTED TO ALARM SYSTEM
ALARM MONITORED DOOR CONTACT ON ALL EXTERIOR DOORS
ALARM MONITORED CONTACTS ON ALL EXTERIOR WINDOWS
VIDEO RECORDING CAMERA SURVEILLANCE SYSTEM
A SAFE OR SECURE LOCKING CABINET
A SECURED STORAGE ROOM WITH ALARM MONITORED CONTACTS ON DOOR(S) AND WINDOW(S)
A CROSS CUT SHREDDER
SECURELY LOCK ALL DOORS AND WINDOWS WHEN OUTSIDE BUSINESS HOURS
SMOKE, FIRED, AND CARBON MONOXIDE DETECTION DEVICES
INTERIOR/EXTERIOR MOTION ACTIVATED SECURITY LIGHTS

Note: For Deputy Provided Sites, the deputy registrar shall install and maintain an approved alarm system. At BMV Controlled Sites, either the BMV or the deputy registrar will install an approved alarm system, which will be maintained by the deputy registrar.

3.8 FACILITY MAINTENANCE PLAN SUMMARY

If you are awarded a contract you will be required to adopt a facility maintenance plan, including provisions for maintaining the deputy registrar agency premises. Your plan should detail how you intend to address the items listed below.

If you are awarded a contract, do you agree to be responsible for the following either on your own, through your lease or sublease, or by separate contract:

No _____ Yes ☒

OUTDOOR BUILDING MAINTENANCE
KEEP OUTDOOR AREA FREE OF TRASH AND DEBRIS
PROVISION TO ASSURE PROMPT SNOW AND ICE REMOVAL
CLEANING INSIDE OF AGENCY INCLUDING EQUIPMENT
PROVISION FOR INSIDE/OUTSIDE MAINTENANCE
PROVISION FOR PROFESSIONAL CARPET/FLOOR CLEANING (MIN. OF ONCE A YEAR)
PROVISION FOR REPAINTING AND/OR COSMETIC UPDATES

3.9 INVOLVED AND INVESTED IN YOUR BUSINESS

Instructions: Answer all of the following questions to the best of your ability. Please be concise and attempt to limit each answer to seventy-five (75) words or less. Include attachment(s) if more space is needed to answer any of the questions.

1. How do you plan to manage, be responsible, and be accountable for this business at all times?

Since 1996, I have always had that zero tolerance for fraudulent activity. My employees have a weekly schedule that is posted, along with available request off forms as needed. As Deputy since 2007, My plan is to continue to keep a good track record for good audit and evaluation record without jeopardizing. I will be continuing to monitor all staff closely and continue to recruit and train positive, trustworthy and dependable candidates with a good track record of good customer service. Keep in place a strong assistant manager or supervisor who can mimic my professionalism and account for all activities on a day-to-day basis.

2. How will you ensure that all laws, rules, guidelines and procedures are followed, at all times, specifically with regard to issuing and renewing driver's licenses, identification cards, and vehicle registrations?

Employees are required to read and sign all broadcast immediately when posted and kept on file. All Bass communications and manual changes are also printed, shared with employees, discussed as necessary and the manual is kept updated and available for review. Additional employee training for any system or procedural changes is always supported.

3. What measures will you put in place to detect, deter, and prevent fraud?

All staff will continue to keep fraudulent document training course updated. Verify with manager or Deputy that all documents are authentic before processing transactions. Making sure applicants stay in view of clerk while processing applications. Anything questionable will be brought to floor manager attention. If we feel that something does not look right. It will be placed under investigative review. 24-hour video camera surveillance of employees and lobby activity and all transactions. Working closely with staff and customer to ensure secured and safe interaction. Also, making sure all staff are aware where all fraudulent detective devices are located.

4. The Bureau of Motor Vehicles routinely issues new and/or revised policy and procedural changes through email broadcasts to the deputy registrars. How will you ensure that policies and procedures are communicated to the staff and followed on a daily basis?

Employees are required to read and sign all broadcast with copies kept on file. A designated employee will be assigned to make sure broadcast folder is updated and signed by all staff including Deputy on daily basis. Employees scheduled off will immediately read and sign when returned. In addition, both me and manager will be on the floor monitoring employees' transactions and will make ourselves readily available to answer any and all questions. If unsure, Deputy will communicate with field staff and or DTS/License Control for clarification.

5. How will you demonstrate good leadership to your employees?

By teaching and challenging employees to learn more every day. Continue to lead by example, keeping an open communication with my employees. Pointing out good and bad mistakes or errors. Continue to treat others with respect. Stay positive to one another and support each other when help is needed as a team. Hopefully through maintaining a high level of energy, cleanliness and organization. I have motivated my employees to follow my lead and provide an exceptional customer experience.

6. How will you maintain a high level of professionalism each day in this business?

I have always and will continue to lead by example. This includes setting the standards for dress codes, punctuality, and customer service. Organization, bureau appearance, cleanliness an overall customer experience is managed daily by me personally. My office manager and clerical help have a crystal-clear understanding of my standards and expectations for their adherence.

7. How do you intend to recruit and retain high quality employees?

Employee selection begins with a through application review by me, office manager and possibly other employees. Promising candidates are invited to interview with same crew. The one selected undergoes a rigorous 90-day evaluation period as outlined in my employee handbook. Only those meeting my expectations for quality are allowed to stay on beyond that time. With a competitive rate slightly above minimum wage.

8. How will you provide a safe, clean and friendly place to do business?

Adhere to the security plan put in place. Daily housekeeping of bureau. All employees are scheduled to clean certain areas weekly and maintain their workstations. My agency is well lit, ADA compliant and spacious with comfortable seating. Agency has Drive Tv installed, along with additional cable tv, and making sure staff are being recognized and awarded.

9. How would you deal with an irate customer?

Being a good listener and allow the customer to state their frustration and try to resolve the issue in a calm manner to which should show concern. I will often solicit the opinion of my office manager to demonstrate to the customer my response is accurate. If the customer proceeds further, I offer to phone Columbus and speak with our help desk. If this still does not diffuse the situation, I provide the customer the public phone at 1(614)-751-7500 or 7600. If customer wants to escalate verbally with physical harm, a call to local police would be in place.

10. What training or advice do you, or will you, give to your employees for dealing with irate customers?

I explain to response by not raising their voice and keeping calm with the customer and following the steps outlined in question #9. If they do not feel comfortable handling the situation, they are to ask for Deputy or manager to resolve.

11. How will you meet the expectations of the Bureau of Motor Vehicles?

By following the rules and guidelines that are implemented for deputies. Adhere strictly to the Deputy Registrar manual and communicate with my state field staff as needed. Attend any and all meetings required and requested, network with other deputies, and continue to support and be a member of ODRA.

12. Why should the Bureau of Motor Vehicles consider you for a deputy registrar license agency contract?

I have been an honest, trustworthy, hardworking, faithful team member with the BMV since 1996. I've grown with the BMV to improve the way we do business for our state and community. I am passionate about what i do, the community I serve and the employees that go above and beyond to show their dedication and the overall quality of customer service experience. Meeting our expectations to be expected. I love working with the public and love when the public see the love for my work as a person who cares. I can truly say that, " I represent the state proudly"! As a Deputy Registrar I would be honored to continue to serve my state of Ohio, The Department of Public safety and Community.

3.10(A) AFFIDAVIT OF INDIVIDUAL

(Not to be used by County Auditors, Clerks of Courts or Nonprofit Corporations)

County of Cuyahoga :

State of Ohio :

I, Tonya Patrice Sayles-Houston, being first duly sworn, depose and say that:

- 1) I am submitting my proposal for appointment as deputy registrar in my own individual capacity, and not as an agent, representative, partner, or business associate of any kind whatsoever of any other person or persons;
- 2) If appointed, I will serve as a deputy registrar in my own individual capacity, and will not act as an agent, representative, partner, or business associate of any kind whatsoever of any other person or persons;
- 3) If appointed as deputy registrar, I will not assign my deputy registrar contract, in whole or in part, nor any of my deputy registrar's responsibilities to any other person or persons without the advance written consent of the Registrar;
- 4) If appointed as a deputy registrar, I will fully comply with all requirements set forth by the Registrar. I will not serve as an office manager of any deputy registrar agency other than my own; nor will I permit any other deputy registrar, the spouse of any deputy registrar, or the parent, child, brother, or sister of any deputy registrar living in the same household as the deputy registrar to operate my deputy registrar agency, directly or indirectly. I understand that I may hire the spouse, parent, child, brother, or sister of any deputy registrar as an employee, provided that I maintain control of my deputy registrar agency;
- 5) To the best of my knowledge and belief, I am fully qualified to serve as a deputy registrar, and there is no provision of the Ohio Revised Code or the Ohio Administrative Code which would make me ineligible to serve as a deputy registrar; and,
- 6) I have caused to be prepared, have read, and take full responsibility for, all forms and documents submitted with this proposal. All information is true, accurate, and complete to the best of my knowledge and belief. This affidavit is submitted by me for the purpose of obtaining a deputy registrar contract.

Signature of proposer: _____

Printed/typed name of proposer: Tonya Patrice Sayles-Houston

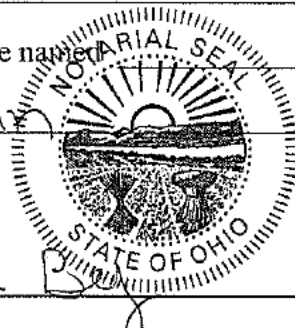
Sworn to and subscribed in my presence by the above named _____

on this 28 day of Jan

Notary Public

Printed name of Notary Public: Samara Bey

My commission expires: _____



SAMARA BEY
NOTARY PUBLIC
STATE OF OHIO
Comm. Expires
01-16-2029
Recorded in
Cuyahoga County

4.0 OPERATIONAL CHECKLIST

Proposer's Full Legal Name Tonya Patrice Sayles-Houston

Location Number 18-M

Proposer Number (BMV use only) _____

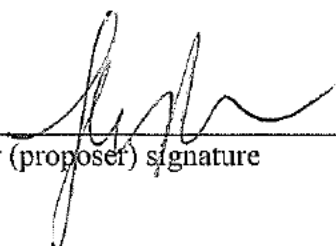
INSTRUCTIONS: You must submit one original of this form and all documents listed on this form **FOR EACH SITE YOU ARE PROPOSING.**

FORM	DESCRIPTION	X	BMV
4.0	Operational Checklist (this form)	✓	
4.1	Appointment of Agency Managers	✓	
4.2	Experienced Employees Summary	✓	
4.3	Staffing and Personnel Costs Calculation	✓	
4.4	Start-Up Costs Calculation Amount: \$ <u>20,421.00</u>	✓	
4.5	Deputy Registrar Contract (2 pages only)	✓	

4.1 APPOINTMENT OF AGENCY MANAGERS

Proposer's name: Tonya Patrice Sayles-Houston Location number: 18-M

- (A) DEPUTY REGISTRAR: As deputy registrar, I agree to work in the agency at least 20 hours per week during the hours the agency is open to the public for business throughout the entire term of the contract. I understand that the minimum requirement for deputy registrars is twenty (20) hours per week during the hours the agency is open for business. This twenty-hour requirement does not apply to County Auditors/Clerks of Courts, nonprofit corps., or deputy registrars operating multiple locations (assessed as received).
- (B) OFFICE MANAGER: I understand and agree that I must appoint either myself or another reliable person to serve as the office manager for the agency, and that the office manager must be scheduled to work at the agency at least thirty-six (36) hours per week during the hours the agency is open to the public for business. It is my intention to:
- Appoint myself as the office manager and work at least thirty-six hours per week during the hours the agency is open to the public for business.
- ✓ Appoint another reliable person to serve as the office manager to work at least thirty-six hours per week during the hours the agency is open to the public for business.
- (C) ASSISTANT OFFICE MANAGER: I understand and agree that I must appoint a reliable person to be responsible for the management of the agency in the absence of myself and the agency office manager during the hours the agency is open to the public for business.
- (D) OTHER EMPLOYEES: I agree to maintain an accurate and current roster of my office manager, assistant office manager, and all other employees and their work schedules, as well as my own work schedule, on file and available for inspection by BMV employees at all times. I also agree to notify the BMV in writing immediately of any changes in the appointment of the office manager or assistant office manager, and to keep the employee roster complete and current.


Deputy registrar (proposer) signature

Date: 01/27/2026

4.2 EXPERIENCED EMPLOYEES SUMMARY

Proposer's name: Tonya Patrice Sayles-Houston Location number: 18-M

- (A) HIRING EXPERIENCED EMPLOYEES. I certify that if I am appointed as a deputy registrar under contract with the Registrar of Motor Vehicles, I will make every good faith effort to hire and retain qualified employees who have relevant experience working in a deputy registrar agency. I agree to make bona fide offers of employment at comparable wages and under comparable conditions to their most recent deputy registrar employment experience.

- (B) CHECK WHICHEVER APPLIES:

☐

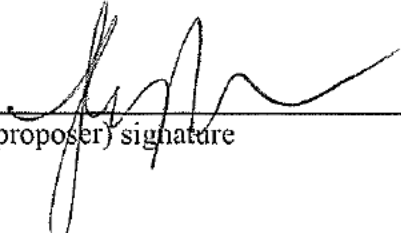
I HAVE NOT BEEN A DEPUTY REGISTRAR OR DEPUTY REGISTRAR EMPLOYEE. I have not yet identified any prospective employees who have relevant deputy registrar experience. However, if awarded a contract, I will make every reasonable effort to identify and hire, if possible, qualified employees who have relevant experience working in a deputy registrar agency. **Please do not contact any deputy registrar employees until after you have been awarded a contract.**

☒

I AM OR HAVE BEEN A DEPUTY REGISTRAR OR DEPUTY REGISTRAR EMPLOYEE. I have identified the following persons to whom I will make a bona fide offer of employment at comparable wages and under comparable conditions to their present employment. (A deputy registrar or a proposer who has deputy registrar employment experience may list himself or herself here):

Name of Experienced Employee	Length of Experience
Julia Parker	23 years
Daisy Ramos	26 years
Emily Weithman	9 years
Marc Flanagan	9 years
Eileen Kelly	8 years

- (C) I understand that failure to hire properly qualified and experienced deputy registrar employees is grounds to withhold or terminate my deputy registrar contract.


Deputy registrar (proposer) signature

Date: 01/27/2026

Name of Experienced Employee	Experience
Owen Flanagan	3 years 3 mos
Rachael Gallagher	2 yrs 6 mos
Maureen Wetula	2 years
Karen Ockuly	1 yr 8 mos
Vicky Michaels	1 yr 6 mos
Sue Gregory	6 mos
Ryan Flanagan	5 mos
Joy Heldt	5 mos
Heather Gregory	5 mos

Form 4.2(A)

4.3 STAFFING AND PERSONNEL CALCULATION

Proposer's name: Tonya Patrice Sayles-Houston Location number: 18-M

Instructions. Use this form to project the number of hours the deputy registrar, office manager, assistant office manager, and all other experienced (if known) and/or new hire employees will work, the projected hourly wages paid, and the weekly and monthly payroll costs.

The deputy registrar shall be regularly scheduled and on duty at the license agency at least twenty (20) hours per week, during regular business hours. This twenty-hour requirement does not apply to nonprofit corps., county auditors/clerks of court, or deputy registrars operating multiple locations (assessed as received). The deputy registrar shall appoint a full-time office manager, who shall be either the deputy registrar or a full-time employee with responsibility for management of the agency. The office manager shall be regularly scheduled, and shall work at least thirty-six (36) hours per week during regular business hours. The deputy registrar shall also designate an assistant office manager who shall supervise the agency in the absence of the deputy registrar and the full-time office manager.

The projected total weekly work hours for the deputy registrar and all employees should equal or exceed the minimum staffing recommended for the Class Size Agency as prescribed in the Agency Specifications.

In accordance with the standards established by the United States Department of Labor, Wage and Hour Division; Ohio Constitution; and Ohio Department of Commerce; all license agency employees must be paid at least the current minimum wage rate of \$7.25 per hour by businesses with gross receipts of less than \$405,000 per year and \$11.00 per hour by businesses with gross receipts of \$405,000 or more per year.

The deputy registrar need not list any salary or wages for the deputy's own service as deputy registrar or as the office manager.

Caution. For deputy registrars who also serve as the office manager, be careful not to duplicate hours worked.

EMPLOYMENT POSITION	PROJECTED HOURS PER WEEK	PROJECTED HOURLY RATE	PROJECTED WEEKLY PAY	PROJECTED MONTHLY PAY (weekly x 4)
Deputy Registrar	20.00	N/A	N/A	N/A
Office Manager (leave blank if the Deputy Registrar is also the Office Manager)	36.00	\$ 18.00	\$ 648.00	\$ 2,592.00
Assistant Office Manager	36.00	\$ 18.00	\$ 648.00	\$ 2,592.00
Experienced Employees Total Number (combine Full-time & Part-time) = <u>7</u>	150.00	\$ 13.50	\$ 2,025.00	\$ 8,100.00
New Hire Employees Total Number (combine Full-time & Part-time) = <u>3</u>	33.00	\$ 11.00	\$ 363.00	\$ 1,452.00
TOTALS	275.00	N/A	\$ 3,684.00	\$ 14,736.00

4.4 START-UP COSTS CALCULATION

Proposer's name: Tonya Patrice Sayles-Houston Location number: 18-M

The purpose of this form is to assure the BMV that you are financially able to cover the costs of beginning a deputy registrar business. We need to know that you have enough financial resources to cover your personnel, site preparation, and site rental costs.

1. PERSONNEL COSTS (FOUR WEEKS)

Use Form 4.3 to calculate four (4) weeks' personnel costs for this location.

\$ 14,736

2. SITE PREPARATION COSTS (AMORTIZED)

A. If this is a Deputy Provided Site, calculate and enter the actual projected costs you will need to spend to prepare the building for use as a deputy registrar agency in each of the following categories:

1. Building Modifications	\$ <u> </u>
2. Counter Costs	\$ <u> </u>
3. Other Costs	\$ <u> </u>
4. Total	\$ <u> </u>

Total amortized over 60 month contract period
(Divide line 4 by 60) = \$

B. If this is a BMV Controlled Site, enter the information contained in the Agency Specifications for this location. Do not change the information from the Agency Specifications.

\$

3. AGENCY RENTAL PAYMENTS (3 MONTHS)

A. If this is a Deputy Provided Site, enter the actual amount you will pay to rent or lease this site.

B. If this is a BMV Controlled Site, enter the estimated rent listed in the Agency Specifications for this site. Do not change the amount listed.

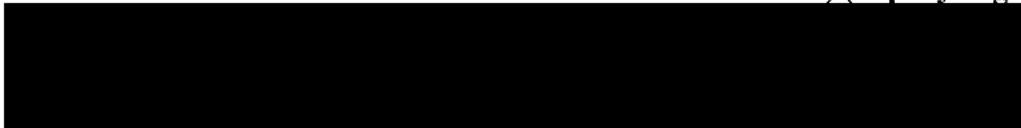
One month's rent: \$ 1895.00 x 3 = \$ 5685.00

TOTAL START-UP COSTS

[four weeks' personnel costs, plus one month's amortized site preparation costs (2.A total amount or 2.B BMV Controlled Site amount), plus three months' rent] \$ 20,421.00

STATE OF OHIO
DEPARTMENT OF PUBLIC SAFETY
BUREAU OF MOTOR VEHICLES
DEPUTY REGISTRAR CONTRACT – 2026

This Agreement is made by and between the Registrar of Motor Vehicles, (Registrar, herein), located at 1970 West Broad Street, Columbus, Ohio 43223-1102 and Tonya Patrice Sayles-Houston, (deputy registrar, herein) whose

 to operate a deputy registrar agency, Location No. 18-M, to be located as follows: in the State of Ohio, County of Cuyahoga
City/Village/Township (indicate which) City of Cleveland
Street address: 3345 Edgecliff Terrace
(City) Cleveland, Ohio (Zip) 44111

WHEREAS, the Registrar of Motor Vehicles, pursuant to section 4503.03, section 4507.01, and other applicable sections of the Ohio Revised Code, wishes to appoint and contract the above named person as deputy registrar for the above referenced location;

WHEREAS, the above named deputy registrar wishes to accept this appointment and contract as deputy registrar;

NOW, THEREFORE, IT IS AGREED AS FOLLOWS:

1. The Registrar hereby appoints the above named person as a deputy registrar subject to the 2026 Deputy Registrar Contract Terms and Conditions which are incorporated herein by reference;
2. The above named person hereby accepts appointment as a deputy registrar subject to the 2026 Deputy Registrar Contract Terms and Conditions incorporated herein by reference;
3. The term of this appointment and contract shall begin on the **28th** day of **June, 2026**, and shall end on the **28th** day of **June, 2031**, unless otherwise terminated as provided herein;

Form 4.5, Deputy Registrar Contract (2026)

4. The deputy registrar is appointed and accepts appointment in the capacity of [state whether: "an individual," "County Auditor for (specify county)," "Clerk of Courts for (specify county)," or "a nonprofit corporation"]:
an individual

5. The Deputy Registrar certifies that he or she has read, understands, and hereby agrees to all of the 2026 Deputy Registrar Contract Terms and Conditions incorporated herein.

[Signature]
Deputy Registrar signature

01/27/2026

Date

STATE OF OHIO

COUNTY OF Cuyahoga

Before me, a notary public in and for said county and state, personally appeared the above named Tonya Patrice Sayles-Houston, who acknowledged that he or she did sign the foregoing instrument and that the same is his or her free act and deed.

IN WITNESS WHEREOF I have hereunto set my hand and official seal, this 28 day of January, 2026.

[Signature]
NOTARY PUBLIC

Printed name of Notary Public: Samara Bey

My commission Expires: 1-16-29

STATE OF OHIO
DEPARTMENT OF PUBLIC SAFETY
BUREAU OF MOTOR VEHICLES

BY: _____
REGISTRAR OF MOTOR VEHICLES



SAMARA BEY
NOTARY PUBLIC
STATE OF OHIO
Comm. Expires
01-16-2029
Recorded in
Cuyahoga County

Done at Columbus, Ohio, on

5.0 DEPUTY PROVIDED SITE CHECKLIST

Proposer's Full Legal Name Tonya Patrice Sayles-Houston

Location Number 18-M

Proposed Site Address 3345 Edgecliff Terrace

Proposer's Telephone Number (number where BMV staff can reach you) [REDACTED]

Proposal Number (BMV use only) _____

INSTRUCTIONS: You must submit one original of this form and all documents listed on this form **FOR EACH LOCATION YOU ARE PROPOSING**. If you fail to submit a complete set of originals **FOR EACH LOCATION**, you will not be evaluated for those locations.

ATTENTION: Proposers applying for contracts at existing license agency locations designated as Deputy Provided Sites are not required to complete and submit all Section 5 forms if the site was approved under a previous RFP and if there have been no changes to the site since the last contract was approved and signed. Under this license agency site provision, form 5.0, page one (1) of form 5.1, and form 5.3 must be completed and submitted with all other required forms and documents.

FORM	DESCRIPTION	✓	BMV
5.0	Deputy Provided Site Checklist (this form)	✓	
5.1	Site Questionnaire (page 1 only if proposing existing license agency site)	✓	
5.2	ADA Checklist (leave blank if proposing existing license agency site)		
5.3	Lease Option (required for all proposers, which includes incumbent deputy registrars)	✓	
	– filled out, including complete address	✓	
	– signed and notarized		
5.4	Proximity Attachment [for "Proximity" sites only] (leave blank if proposing existing license agency site)		
Proposer provided	Site Plan (leave blank if proposing existing license agency site)		
	– with 8½ x 11-inch formatting (SUBMITTED ELECTRONICALLY)		
	– with complete dimensions		
Proposer provided	Counter Plan (leave blank if proposing existing license agency site)		
	– with 8½ x 11-inch formatting (SUBMITTED ELECTRONICALLY)		
	– with complete dimensions		
Proposer provided	Map (leave blank if proposing existing license agency site)		
	– with site clearly marked		

5.1 SITE QUESTIONNAIRE

1. Location Number for which you are proposing (from Agency Specifications): 18-M
Street address of site 3345 Edgecliff Terrace
City cleveland, Ohio, Zip Code 44111
2. Is the site you are proposing currently in operation as a deputy registrar agency?
No _____ Yes ✓
3. Do you intend to perform construction or remodeling to prepare this site for operation under a new deputy registrar contract?
No _____ Yes ✓
4. Are you applying for a contract at an existing license agency site that was approved under a previous contract?
No _____ Yes ✓
5. A. If you answered "No" to question number 4, skip to question number 7, and complete the information required for this form (5.1) and the remainder of Section 5 forms 5.2 through 5.4.
B. If you answered "Yes" to question number 4, have there been any changes to the site (interior and/or exterior to include parking areas, path of travel, and accessibility to individuals with disabilities, and signage)?
No ✓ Yes _____
6. A. If you answered "No" to question number 5, please print and submit this along with form 5.3 for compliance with Section Five (5) requirements for this RFP and include it with the remainder of your required proposal documents.
B. If you answered "Yes" to question number 5, list the site changes in the space below and be specific with the description(s) of any changes that have been made. Include additional supporting documentation and attachments if needed, then stop here. Print and submit this page along with any other documentation and attachments for compliance with Section 5 requirements for this RFP and include it with all other required proposal documents.

5.3 LEASE OPTION

1. I (we)(owners' complete names) Warren Village Enterprises LLC
- _____
- of (owners' complete address) c/o Omega Real Estate Management Inc
- 3690 Orange Place, Suite 111
- City Beachwood, State OH, Zip 44122
- HEREBY GRANT, upon due consideration, receipt of which is hereby acknowledged, this OPTION TO LEASE the following described property located in the State of Ohio, County of Cuyahoga, (state whether city, village or township)
- City _____ of Cleveland and commonly known as:
- (property's address) 3345 Edgecliff Terrace
- Suite _____ City Cleveland, Ohio, Zip 44111
- to (proposer's name) Tonya Patrice Sayles-Houston
- _____

for the operation of a deputy registrar agency under contract with the Ohio Bureau of Motor Vehicles, and for no other purpose.

2. THE TERM OF THE LEASE, if executed, shall begin no later than the 28th day of June, 2026 and shall not terminate before the 28th of June, 2031.
3. THE TERM OF THIS LEASE OPTION shall begin on the date of its execution (signing) below and shall be held open until the 31st day of May, 2026.
4. THE PARTIES AGREE AS FOLLOWS:
- A. The owners may, in their sole discretion, grant a similar lease option to operate a deputy registrar agency for the stated period of time to more than one proposer, provided that the premises are not subject to an existing lease for any portion of the term of lease as specified in paragraph 2, above.
- B. If the owners have granted or hereafter grant an option to the same described real estate to another person or entity for the operation of a deputy registrar agency it is understood and agreed by owners and proposer that only the option granted to the person or entity awarded a contract by the Ohio Bureau of Motor Vehicles shall be entitled to exercise the relevant option.

C. Except as provided in paragraphs 4(A) and (B), above, the owners shall not grant an option, lease, or rental agreement to any other person during the term of this lease option specified in paragraph 3, above.

D. The lease under this option shall be on any terms as owners and optionee agree to contemporaneously with the granting of this option, provided that no such term shall be inconsistent with this lease option. Said terms, if any, are incorporated herein.

Owner(s)' signature(s): _____

Owner(s)' printed name(s): _____

STATE OF Ohio _____:

COUNTY OF Cuyahoga _____:

The foregoing instrument was acknowledged before me on this _____ day of

_____, 2026, by the owners, _____

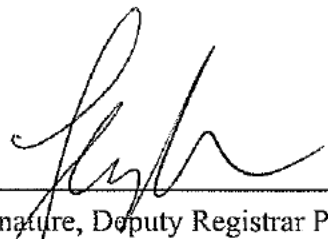
Notary Public

Printed name of Notary Public: _____

My commission expires on _____

I hereby accept this option.

1/28/2024
Date


Optionee signature, Deputy Registrar Proposer