



Working alongside other Industry associations, such as The Black Car Assistance Corp. (BCAC) and The Limousine - Bus - Taxi Operators of Upstate New York, LBTOUNY), LANY has made headway on a number of issues.

Here is some of what we have accomplished so far:

A) We convinced the TLC to modify its regulations on various critical issues. Driver Fatigue regulations as initially proposed would have required that no chauffeur work longer than a 10-hour shift. We convinced them that the down time between actual driving warranted modifying this rule.

When the TLC wanted to ban ALL wireless communication, we got them to allow one touch 2-way radios.

When the Port Authority proposed airport usage fees that would have cost Bases tens of thousands of dollars and hundreds of hours in compliance efforts, we got that put aside. For now, anyway. (This is another reason we need to strengthen LANY, there are many battles ahead.)

B) We have retained Tonio Burgos & Associates as our government affairs strategists. Tonio Burgos has been involved in NY State government since serving key roles in the Administrations of Governors Hugh Carey and Mario Cuomo. He also served as a Commissioner of the Port Authority of NY & NJ. His contacts at all levels of government in the states of NY and NJ are essential to our efforts.

C) We have solicited and received strong vote of confidence from the vendor communities. We have commitments and endorsements from Chosen Payments, BMW of America, Lincoln, Cadillac, Create-a-Card, Lancer Insurance, Fairview Insurance-AFLAC, Vehicle Tracking Solutions, Drive Profit, and Verizon. These companies are eager to market their products and services to our industry segment as a group. They have expressed tremendous enthusiasm to help us through direct financial support AND by offering unique and special benefits to LANY members when we increase our numbers. The more members we have, the better the benefits we can negotiate for members. This could lead to considerable savings that would outweigh the cost of membership.

D) We have significantly increased our profile significantly with political players, with help from Tonio Burgos & Associates. We have engaged with the following players and/or their key staffers on industry issues: Governor Cuomo, Mayor De Blasio, TLC Chair Meera Joshi, NY City Council Transportation Chair Ydanis Rodriguez, NY City Council Speaker Melissa Mark-Vivirito, NY City Council Majority Leader James Van Bremer.

But again, when we meet with legislators, executives and other government staffers, they tend to ask the same questions. How many members do we represent? How many vehicles are registered to Luxury Base owners. How many jobs, how many dollars in economic activity?

Here are some of the goals that we feel are within our reach IF we have significant buy in from all of you:

- 1) Making all players abide by the rules with which we must comply. We can win the competitive battle against Uber, Lyft, et al, but only if the playing field is leveled.
- 2) Sales Tax Relief. Either lift the sales tax on all For Hire Vehicles OR lift the sales tax on our vehicle purchases as we are not the end users. It happened in New Jersey, we can make it happen here. But ONLY with your support.
- 3) Get the TLC consider the cost/benefit impact of their many rules and regulations.
- 4) Create our own exchange through an association website where we can trade work among other members AND market LANY members to shoppers seeking premium chauffeured car services in the NYC Metro Area.

At its most recent meeting, the LANY board approved a new fee schedule with a sliding scale based on a company's fleet size. This money will go towards

- a) Lobbying government bodies, working hand in hand with other associations like the BCAC and LBTOUNY
- b) Building a website. This will enhance inter-association marketing AND reaching out to new customers, members and vendors.
- c) Possibly hiring a part time staffer so that we can better communicate with our members. We would like to have regular updates on what we are accomplishing and what our goals are. This would also make it easier to hear from you about what our priorities should be.

Here is the fee schedule:

1-9 fleet size \$500

10-25 fleet size \$1000

26 + fleet size \$1500

Fleet 100+ \$2500.

Checks should be sent to

LANY

c/o London Towncars

Attn. Steve Specner

40-14 23rd Street

Long Island City

New, York 11101-4889.

It is our hope and belief that in time, we will be able to get significant vendor participation in order to keep dues as low as possible. But for now, we need you to join