



LATE SPRING | 2017

# MINNESOTA CHAUFFEURED TRANSPORTATION ASSOCIATION

The Minnesota Chauffeured Transportation Association serves as the voice of small business owners who are dedicated to the success of chauffeured transportation and improving industry laws.

## news

### MCTA SPRING MEETING RECAP

Members of the MCTA gathered for their spring membership meeting on Tuesday, March 21, 2017 at Elsie's Restaurant in Minneapolis for social hour/networking, followed by a dinner meeting. President Len Nelson of Valley Limousine kicked off the meeting filled with speakers and discussion.

The first speaker was Steve Holes, manager of landside operations for the Metropolitan Airports Commission, who provided airport construction update, and explained preliminary preparation for the SuperBowl. Steve took questions from the audience re: signage, parking, TNCs, and will follow up via email.

The second speaker was Gary Meyer, senior vice president of commercial lending for Prime Security Bank, who discussed commercial financing. Gary passed out a flyer about the considerations that make a business bankable, and considerations that make a bank a good financing source. He also discussed relationships/banker availability and answered questions.

Our first member highlight of 2017 was Bernie Fautch, owner of Eclipse. Bernie has been in the business 32 years – first starting at Premier, and now 18 years at Eclipse with his business partner. He has always prioritized 10 percent revenue in savings and hiring good people. President Nelson noted his priority in 2017: membership retention and expansion. We discussed new membership prospects, as well as upcoming casual happy hour/networking opportunities in between meetings (new this year). Len will host the first happy hour at Valley Limo in April.

Vice President Charlie Murray gave an advocacy report, and noted that he will be attending the National Limousine Association's fly-in in June. Bernie noted he would be in DC in April for the Business Travel Association. Charlie and Leslie explained the \$15/hour minimum wage effort in Minneapolis, as well described the effort by many in the business community for "pre-emption" – also known as statewide uniform labor standards that is currently under consideration by the state legislature. Both issues impact MCTA employees and members.

Secretary/Treasurer Gina Brennan gave her report, noting that LGN has been paid in full for 2016, and Leslie would begin collecting insurance information for 2017 to start the billing process for this year. Membership is \$100/insured car per member.

Several new issues were discussed, including a potential meeting fee (to cover dinner), as well as a new logo and MCTA signage on vehicles. Leslie will circulate a confidential survey to members for feedback on these items. Leslie will circulate upcoming happy hour and membership meeting dates.



**Len Nelson**

**Valley Limousine & Coach  
2017 MCTA President**

## MESSAGE FROM THE PRESIDENT

With a focus on MCTA membership retention and expansion, one of the new ideas is to offer several membership networking opportunities in happy hours held in between our more formal membership meetings. **The first happy hour for members (and prospective members) will be at Valley Limousine on Monday, May 1 from 4 to 6 PM. I hope you'll join me!** This is no agenda besides getting to know each other, and learning about each other's business. And Gary Meyer from Prime Security Bank is providing refreshments!

In other news, I'm encouraged by the true dedication of every member to the MCTA over the years. We have near perfect attendance at each meeting, enjoy each other's skills and company, and all seek to better the industry in Minnesota. If you have ideas about how to also strengthen our industry and ways the MCTA can help, please let me know or bring the up at the upcoming meetings.

Thank you again for the opportunity to lead the MCTA in 2017, and I'm looking forward to a positive and successful year for our industry in Minnesota.

## MEMBER FEATURE: Todd Anderson, Carey Limousine

*(New in 2017: MCTA membership meetings and newsletters will feature a different MCTA member.)*

Todd Anderson's stepfather, Larry Dunn, started the Livery in 1978, who also then bought Funeral Car Service /the Carey License in 1989. Todd purchased the company from Larry in 1999. It is the longest running livery service west of the Mississippi River!

Carey Minneapolis was awarded LCT Magazine's "Operator of the Year" in 1991 and "Carey Franchise of the Year" in 2015. With both the funeral livery and corporate limousine business, Carey does roughly 2,500 runs per month. They pride themselves on outstanding service and have led the Carey Franchise network two of the last three years with a less than .006 Service Advisory rate. 6/10th's of 1 percent.

Todd enjoys spending time with his wife, three kids, hunting, fishing, sports, and being the outdoors. They have a cabin eight miles south of the Canadian border near Crane Lake with no running water and the cabin is heated with a wood stove.

He notes, "The most rewarding things in life are cherished through hard work and overcoming adversity." He appreciates the partners of Carey and believes strongly in ethical and honest service and reputations. Todd is a member of the Minneapolis Breakfast Club, the Board of Directors of the NE Chamber of Commerce, and the Advisory Committee of the Minneapolis Chamber of Commerce.

Follow Todd on Twitter at [https://twitter.com/JW\\_Anderson23](https://twitter.com/JW_Anderson23).



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