

FALL 2023



VOLUME 15 - ISSUE 4

ON THE ROAD

THE OFFICIAL COMMUNICATION OF THE NEW JERSEY GASOLINE C-STORE AUTOMOTIVE ASSOCIATION

Voter Guide 2023



2023 VOTER GUIDE: Who are the Candidates? How Did They Vote? Find Out Which Candidates Voted on Your Key Interests.

GILL ENERGY

Getting You There



- Extensive network of company/dealer operations
- Rack supply contracts with BP, Sunoco, ExxonMobil, ConocoPhillips and Gulf
- Lowest prices on unbranded fuel
- Equipment purchase programs
- Provide maintenance, station upgrade, environmental and financing support
- Engineering and Zoning Assistance for new sites

Gill Energy
732-696-2201
www.gillenergy.com

NJGCA ON THE ROAD TABLE OF CONTENTS

P. 4 - Presidents Message

P. 6 - NJGCA Board of Directors and Staff

P. 8 - NJGCA Voter Guide: Election 2023

Introduction

P. 11 - What District Do I Live In?

P. 15 - Who Are the Candidates?

P. 19 - How They Voted

P. 26 - Candidate Survey Questions

P. 31 - Sponsor Shout Outs

P. 33 - Retirement Acknowledgements

**P. 35 - Security Measures Part 2: Protect Your
Small Business, Guard Against Fraud**

P. 40 - Energy Examiner and Disruptions

P. 46 - \$ave with NJGCA MBPs



NJGCA
615 Hope Road
Building 2, 1st Floor
Eatontown, NJ 07724

ABLE-TECH

INFORMATION MANAGEMENT SERVICES

COMPUTERS & SOFTWARE

Specializing in
gasoline, auto repair,
& convenience stores

POS Interfaces

Barcode Scanning

Quickbooks
Setup & Training

BUSINESS SERVICES

Bookkeeping Reviews

Theft Analysis

Inventory Control

Productivity and
Efficiency Tools

Computer Training
and Maintenance

VIDEO SYSTEMS

Internet Accessible

Sound Capability

Record & Search
Cash Register
Transactions

4 - 32 Cameras

New or Upgrades

call **DAN GOFF**

800 - 231 - 9969

President's Message



Hello NJGCA members. It has been my pleasure to serve as your president of NJGCA for the last four years, but the time has come to move on, and I would like to introduce the new Executive Board:

Tim Arata - President
Sal Fiore - Vice President
Joe Amato Sr. - Treasurer
Lou Papale - Secretary

I'm sure most of you know these men and their commitment to your organization as well as their knowledge and expertise of our industry. Should you get a chance, make sure to congratulate these gentlemen.

Although I'm stepping down as President, I will be serving NJGCA in a new capacity as the CEO. I will still be out in the field visiting as many of you as possible and I will always be available to listen to and aid our members in any way possible. I am looking forward to tackling the many challenges that face our industries today and in the future.

NJGCA has been talking to Greco Publishing to possibly take over this On The Road magazine, which we currently publish quarterly. If it all takes place you will receive a monthly magazine that will go out to 1500 locations statewide. It will also have many more advertisers; we feel this will be a great advantage to your business. With that being said, we need your help. Like any other business Greco Publishing needs to be profitable, your mission, should you choose to accept, is to get your suppliers to advertise in the OTR using your leverage and relationship with them. Visit <https://bit.ly/NJGCAOTRsurvey> to get on board. We have the greatest confidence that this step will help our organization grow and move forward in the coming years.

Finally, how's business? Fall is here and winter is on the way. I hope everyone had a busy and profitable summer. Now is the time to ramp up for the next season. A little fall cleaning and spiffing up goes a long way. We all know we face the same challenges in business. The faces may change, the names may change, but the hills and valleys

seem to go from generation to generation. Well, in the last 50 years I've seen plenty of both. The hilltops are great, you're seeing profits, employees are reliable and steady, and all is good. Make sure you put a little bundle away. When you get into a valley it's calm and quiet. You have time to think, rest and strategize and come up with new ideas for your business to be more profitable. I've always felt this way in all aspects of my life. So don't let the hills and valleys scare you. I encourage you to stay focused, put your plan in motion and keep moving till you reach the next mountaintop. You will get there!

As always, should you need anything, NJGCA is only an e-mail or phone call (732-256-9646) away. Eric, Nick, Greg, Michelle and I are here for you.

Joe Ocello
CEO/Member Liaison
joe@njgca.org
386-314-6349

ENVIRONMENTAL ALLIANCE, INC.
Engineering • Remediation • Consulting

Celebrating **30** YEARS!

PROUD MEMBER OF **NJ GCA**
MEMBER BENEFIT PARTNER

Converting Environmental Liabilities Into Valuable Assets Since 1991

We specialize in affordable, practical solutions for:

- Phase I & II Environmental Site Assessments
- Turn-Key Remediation Solutions
- Site Monitoring & Sampling
- NJ LSRP Consulting
- UST Investigation & Closure
- Site Plans and Permits
- Site characterization & cleanup strategies focused on your end goals

(732)537-0250 • mvanderslice@envalliance.com
www.envalliance.com



Whole Sale - Retail
Branded - Unbranded

Proudly Serving New Jersey for Over 80 Years



Alex Tullo (201) 563-0443
alexjr@tullotransport.com

61 Lincoln Highway
Kearny, NJ 07032



NJGCA Board of Directors and Staff



Tim Arata
President
tim@njgca.org



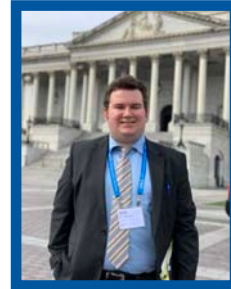
Salvatore Fiore
Vice President
joeamatosr@worldinsurance.com
oatinc@aol.com



Joe Amato Sr.
Treasurer



Joe Ocello
CEO
Board Member
Member Liaison
joe@njgca.org



Eric Blomgren
Chief
Administrator,
Director of
Government
Affairs
eric@njgca.org



Lou Papale
Secretary
callou@netzero.net



Kashmir Gill
kashmirkill@gillenergy.com



Meerafzal Fazaldin
meer.fazaldin@earthlink.net



Greg Cannon
Director of
Operations
greg@njgca.org



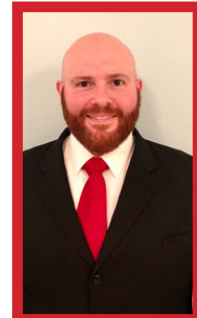
Norman Lippmann
normanlippmann@gmail.com



Thomas Sadowski
tesautocare@hotmail.com



Barney Linn
capemayriggins@gmail.com



Nick DePalma
Counsel &
Director of
Member Services
nick@njgca.org



Jesse Georgaklis
jesse@njgca.org



Daniel Holsten
holstenservice@aol.com

BOARD MEMBERS NOT PICTURED:

- Ebbie Ashabi
- Saad Abbasi
- Craig Copeland



Michelle Horowitz
Jackson
Director of
Communications &
Information
michelle@njgca.org

WE ARE NOW THE LARGEST C-STORE SUPPLIER STRICTLY SERVICING THE NORTHEAST

NATIONAL CONVENIENCE DISTRIBUTORS



DISTRIBUTING *PRODUCTS*.
DELIVERING RELATIONSHIPS.
DRIVING *RESULTS*. FOR OVER 100 YEARS.

PROUDLY...

- DELIVERING 5 DAYS PER WEEK
- SELLING 17,000+ DIFFERENT ITEMS
- EDI ORDERING COMPATIBILITY
- ATTENTIVE SALES PROFESSIONALS
- HOSTING MULTIPLE SEASONAL & VIRTUAL TRADE SHOWS
- OFFERING:
EXPANDED FOODSERVICE PROGRAMS INCLUDING: PIZZA, CHICKEN, ROLLERGRILL, SANDWICHES, SALADS & GRAB-AND-GO OPTIONS
- HOT & COLD BEVERAGE PROGRAMS:
PROPRIETARY ISLAND COFFEE, GREEN MOUNTAIN & CHOCK FULL OF NUTS AS WELL AS ICED, FROZEN AND COLD BREW PROGRAMS
- COMPREHENSIVE PREMIUM CIGARS, OTP, CBD, & VAPE PROGRAMS
- MERCHANDISING SUPPORT & STORE PLANNING
- & SO MUCH MORE...

Decision 2023

The NJGCA Voter Guide

ELECTION 2023

Introduction by Eric Blomgren

Election Day this year is Tuesday, November 7th. This year, all 120 seats in the state Legislature will be on the ballot, and they will be at the top of the ticket. Historically, this means that voter turnout will only average about 25%, compared with nearly 50% when the Governor is on the ballot or around 70% when the President is. The one 'benefit' to this low turnout is that your individual vote matters more than ever. Every cycle there is at least one legislative race where a tiny number of votes determines the outcome.

One big change this year is that the legislative map has been redrawn for the first time since 2011. The state is divided into 40 legislative districts, each with a population of around 225,000 people. Those districts each elect one person to the state Senate (four-year term), and two people to the General Assembly (two-year term). For the first time ever, the commission that draws the districts came to a bipartisan compromise and drew a map that both parties think is reasonably fair. As a result, Republicans have the best chance they've seen in a long time to make gains and perhaps even flip control of one or both houses. The new map has also led to a huge number of retirements, when the new 221st Legislature convenes in mid-January at least 25% of its members will be new.

Low turnout and new districts have uncertainty levels off the charts. Even Democrats in seats they thought were secure are nervous after the unexpected defeat of Senate President Steve Sweeney two years ago. Sweeney, who had dominated the Senate for 12 years, was expected to easily be reelected in his district, but instead lost

to a truck driver who only spent a few thousand dollars on the effort.

Democrats currently control the Senate 24-16 and the Assembly 46-34. They have controlled both houses of the Legislature for twenty years straight. Most districts elect the same party to all three seats. Republicans' biggest targets are districts 4, 11, 16, and 38. If they flip those, it would be a tie in both houses and neither side would be able to move legislation without support from the other party. To get to a majority, they would likely need wins in either district 14 or 36, though that would be a much tougher lift. Of course, Republicans must also hold onto the seats they currently have. Districts 2 and 3 will be heavily targeted by Democrats, and if the results turn out good for them overall they could also flip districts 8 and 21.

Republicans are hoping that their voters will be energized to turn out after six years of the Murphy Administration, and over growing anger in their base over gender policies in public schools, plans to build expensive wind turbines off the coast, and plans to get rid of gas-powered stoves and cars. Democrats are hoping they will hold on thanks to the StayNJ program they have created (which will reimburse seniors half of their property taxes up to \$6,500, but doesn't take effect until 2026) and their explicit support for ensuring abortion remains legal. Many of the incumbents in competitive districts have established a positive brand for themselves that they are hoping will win them swing voters who may not like their party affiliation. President Biden and Governor Murphy have become broadly unpopular in the state, but so is former President

Decision 2023

The NJGCA Voter Guide

Trump—who got fewer votes than Biden in almost every competitive seat.

In terms of impact on your business, these state elections are the most important ones. It's hard to get anything done at the federal level anymore, but at the state level every year we see about 5,000 bills introduced and about 350 become law, including some that have a huge impact on your business.

The deadline to register to vote, or to change your address if you've moved, is October 17th. You can register online through www.njelections.org. Polls will be open from 6am-8pm on November 7th. If you'd prefer to vote by mail, you can fill out an application which must be received by October 31 by your County Clerk. Mail-in ballots must be postmarked by Election Day to be counted. NJ now also offers in-person early voting on regular voting machines. Early voting occurs at select locations in each county and runs from October 28-November 5.

To use this Voter Guide, first look up which legislative district you now live in, which is based on the county and municipality you live in. Then look up the names of the candidates running, how they voted on the issues that matter to the industry (if they are already in office), and how they responded to our candidate survey (or if they didn't bother).



HLG **HOROWITZ**
LAW GROUP, LLC

Specializing in Labor and Employment Law on behalf of businesses, including litigating State and Federal cases involving Title VII, ADA, ADEA, OSHA Compliance, Fair Labor Standards Act (Wage and Hour); preparation of Employee Handbooks; and guidance on effective hiring, discipline, and termination of employees.

49 Route 202, PO Box 13
Far Hills, NJ

CONTACT

Steven Horowitz
shorowitz@horowitzlawgroup.com | 973 789-8300

NJGCA Member Benefit Partner



MPX
MERCHANTPRO EXPRESS

Louis Puglisi
Senior Account Executive

609-957-1784 Direct
609-269-2256 Fax
888-333-1374 Support
lpuglisi@merchantproexpress.com

Your Referrals Are The Sincerest Compliment I Can Receive

www.MerchantProExpress.com

Decision 2023

The NJGCA Voter Guide



Petroleum Pros for 4 Generations®

Wholesale & Retail Gasoline
Automotive, Fleet & Industrial Lubricants
Bulk & Packaged Products
Anti-Freeze – Commercial Gasoline
Diesel Fuels – Bio Diesel – Diesel Exhaust Fluid
Wholesale Auto Parts
EV Chargers

800-400-7154

www.houghpetroleum.com

Large Enough To Meet Your Needs – Small Enough To Care



OUTSTANDING.

The knowledge to empower and the wisdom to make a difference.

WE ARE A RESULTS DRIVEN LAW FIRM THAT STRIVES TO PROVIDE OUR CLIENTS WITH OUTSTANDING OUTCOMES.

- Corporate Law
- Employment Law
- Civil Litigation
- Environmental Litigation
- Environmental Law
- Commercial/Industrial Real Estate
- Petroleum Law
- Business Sales/Purchases

BLF Brennan Law Firm
A PROFESSIONAL CORPORATION

73 North Main Street, Cranbury, NJ 08512 Phone: 609-395-5533/brennanlaw.org
FRANCIS J. BRENNAN, III CRAIG A. COX THOMAS C. KINNEY

Decision 2023

The NJGCA Voter Guide

WHAT DISTRICT DO I LIVE IN?

Please note that the legislative district map has been redrawn this year to account for population changes since 2010. You may be in a different district than you were last time

ATLANTIC COUNTY: **District 1:** Corbin City, Estell Manor, and Weymouth. **District 2:** Absecon, Atlantic City, Brigantine, Egg Harbor Twp., Galloway, Hamilton, Linwood, Longport, Margate, Northfield, Pleasantville, Port Republic, Somers Point, and Ventnor. **District 4:** Buena and Buena Vista. **District 8:** Egg Harbor City, Folsom, Hammonton, and Mullica.

BERGEN COUNTY: **District 35:** Elmwood Park and Garfield. **District 36:** Carlstadt, Cliffside Park, East Rutherford, Edgewater, Fairview, Lyndhurst, North Arlington, Ridgefield Boro., Rutherford, Wallington, and Wood-Ridge. **District 37:** Bogota, Englewood, Englewood Cliffs, Fort Lee, Hackensack, Leonia, Palisades Park, Ridgefield Park, Teaneck, and Tenafly. **District 38:** Bergenfield, Fair Lawn, Glen Rock, Hasbrouck Heights, Little Ferry, Moonachie, South Hackensack, Teterboro, Lodi, Maywood, New Milford, Oradell, Paramus, River Edge, Rochelle Park, and Saddle Brook. **District 39:** Allendale, Alpine, Closter, Cresskill, Demarest, Dumont, Emerson, Harrington Park, Haworth, Hillsdale, Ho-Ho-Kus, Mahwah, Midland Park, Montvale, Northvale, Norwood, Oakland, Old Tappan, Park Ridge, Ramsey, River Vale, Rockleigh, Saddle River, Upper Saddle River, Waldwick, Washington Twp., Westwood, and Woodcliff Lake. **District 40:** Franklin Lakes, Ridgewood, and Wyckoff.

BURLINGTON COUNTY: **District 6:** Maple Shade. **District 7:** Beverly, Bordentown City, Bordentown Twp., Burlington City, Burlington Twp., Cinnaminson, Delanco, Delran, Edgewater Park, Fieldsboro, Florence, Moorestown, Mount Laurel, Palmyra, Riverside, Riverton, and Willingboro. **District 8:** Bass River, Chesterfield, Eastampton, Evesham, Hainesport, Lumberton, Mansfield, Medford, Medford Lakes, Mount Holly, New Hanover, Pemberton Boro., Pemberton Twp., Shamong, Southampton, Springfield, Tabernacle, Washington Twp., Westampton, Woodland, and Wrightstown. **District 12:** North Hanover

CAMDEN COUNTY: **District 4:** Chesilhurst, Gloucester Twp., Waterford, and Winslow. **District 5:** Audubon, Barrington, Bellmawr, Brooklawn, Camden, Collingswood, Gloucester City, Haddon Heights, Merchantville, Mount Ephraim, Pennsauken, Runnemede, and Woodlynne. **District 6:** Audubon Park, Berlin Boro., Berlin Twp., Cherry Hill, Clementon, Gibbsboro, Haddon Twp., Haddonfield, Hi-Nella, Laurel Springs, Lawnside, Lindenwold, Magnolia, Oaklyn, Pine Hill, Somerdale, Stratford, Tavistock, and Voorhees.

CAPE MAY COUNTY: **District 1:** Entire County.

CUMBERLAND COUNTY: **District 1:** Bridgeton, Commercial, Downe, Fairfield, Lawrence, Maurice River, Millville, and Vineland. **District 3:** Deerfield, Greenwich, Hopewell, Shiloh, Stow Creek, and Upper Deerfield.

ESSEX COUNTY: **District 27:** Livingston, Millburn, Montclair, Roseland, and West Orange. **District 28:** Irvington, Maplewood, Newark (part), and South Orange. **District 29:** Newark (Part). **District 34:** Belleville, Bloomfield, East Orange, Glen Ridge, Nutley, and Orange. **District 40:** Caldwell, Cedar Grove, Essex Fells, Fairfield, North Caldwell, Verona, and West Caldwell.

GLOUCESTER COUNTY: **District 3:** Clayton, East Greenwich, Elk, Glassboro, Greenwich, Harrison, Logan, Mantua, National Park, Paulsboro, Pitman, South Harrison, Swedesboro, Wenonah, West Deptford, Westville, and Woolwich. **District 4:** Franklin Twp., Monroe, Newfield, and Washington Twp.

HUDSON COUNTY: **District 29:** East Newark and Harrison. **District 31:** Bayonne, Jersey City (part), and Kearny. **District 32:** Hoboken and Jersey City (part). **District 33:** Guttenberg, North Bergen, Secaucus, Union City, Weehawken, and West New York.

Decision 2023

The NJGCA Voter Guide

HUNTERDON COUNTY: **District 15:** Delaware, East Amwell, Frenchtown, Kingwood, Lambertville, Stockton, and West Amwell. **District 16:** Clinton Town, Clinton Twp., Flemington, High Bridge, Lebanon Boro., Raritan, and Readington. **District 23:** Alexandria, Bethlehem, Bloomsbury, Califon, Franklin, Glen Gardner, Hampton, Holland, Lebanon Twp., Milford, Tewksbury, and Union Twp.

MERCER COUNTY: **District 14:** East Windsor, Hamilton, Hightstown, and Robbinsville. **District 15:** Ewing, Hopewell Boro., Hopewell Twp., Lawrence, Pennington, Trenton, and West Windsor. **District 16:** Princeton.

MIDDLESEX COUNTY: **District 12:** Helmetta, Old Bridge, and Spotswood. **District 14:** Cranbury, Jamesburg, Monroe, and Plainsboro. **District 16:** South Brunswick. **District 17:** New Brunswick, North Brunswick, and Piscataway. **District 18:** East Brunswick, Edison, Highland Park, Metuchen, Milltown, South Plainfield, and South River. **District 19:** Carteret, Perth Amboy, Sayreville, South Amboy, and Woodbridge. **District 21:** Dunellen and Middlesex Boro.

MONMOUTH COUNTY: **District 10:** Brielle, Manasquan, Sea Girt, Spring Lake, and Spring Lake Heights. **District 11:** Allenhurst, Asbury Park, Bradley Beach, Colts Neck, Deal, Eatontown, Fair Haven, Freehold Boro., Freehold Twp., Interlaken, Loch Arbour, Long Branch, Neptune City, Neptune Twp., Ocean Twp., Red Bank, Shrewsbury Boro., Shrewsbury Twp., and Tinton Falls. **District 12:** Allentown, Englishtown, Manalapan, Matawan, Millstone, Roosevelt, and Upper Freehold. **District 13:** Aberdeen, Atlantic Highlands, Hazlet, Highlands, Holmdel, Keansburg, Keyport, Little Silver, Marlboro, Middletown, Monmouth Beach, Oceanport, Rumson, Sea Bright, Union Beach, and West Long Branch. **District 30:** Avon-By-The-Sea, Belmar, Farmingdale, Howell, Lake Como, and Wall Twp.

MORRIS COUNTY: **District 21:** Chatham Boro., Chatham Twp., and Long Hill. **District 24:** Chester Boro., Chester Twp., Mount Olive, Netcong, Roxbury, and Washington Twp. **District 25:** Boonton Twp., Butler, Dover, Harding, Jefferson, Kinnelon, Madison, Mendham Boro., Mendham Twp., Mine Hill, Morris Twp., Morristown, Mount Arlington, Randolph, Rockaway Boro., Rockaway Twp., Victory Gardens, and Wharton. **District 26:** Boonton town, Denville, East Hanover, Florham Park, Hanover, Lincoln Park, Montville, Morris Plains, Mountain Lakes, Parsippany-Troy Hills, Pequannock, and Riverdale.

OCEAN COUNTY: **District 9:** Barnegat, Barnegat Light, Beach Haven, Beachwood, Berkeley, Eagleswood, Harvey Cedars, Lacey Twp., Lakehurst, Little Egg Harbor, Long Beach Twp., Manchester, Ocean Gate, Ocean Twp., Pine Beach, Ship Bottom, Stafford, Surf City, and Tuckerton. **District 10:** Bay Head, Brick, Island Heights, Lavellette, Mantoloking, Point Pleasant Boro., Point Pleasant Beach, Seaside Heights, Seaside Park, South Toms River, and Toms River. **District 12:** Jackson and Plumsted. **District 30:** Lakewood.

PASSAIC COUNTY: **District 25:** West Milford. **District 26:** Bloomingdale, Pompton Lakes, Ringwood, and Wanaque. **District 27:** Clifton. **District 35:** Haledon, North Haledon, Paterson, Prospect Park. **District 36:** Passaic. **District 40:** Hawthorne, Little Falls, Totowa, Wayne, and Woodland Park.

SALEM COUNTY: **District 3:** Entire County.

SOMERSET COUNTY: **District 16:** Branchburg, Hillsborough, Millstone, Montgomery, and Rocky Hill. **District 17:** Franklin Twp. and South Bound Brook. **District 21:** Bernards, Bernardsville, Far Hills, Green Brook, Peapack & Gladstone, Warren Twp., and Watchung. **District 22:** North Plainfield. **District 23:** Bedminster, Bound Brook, Bridgewater, Manville, Raritan, and Somerville.

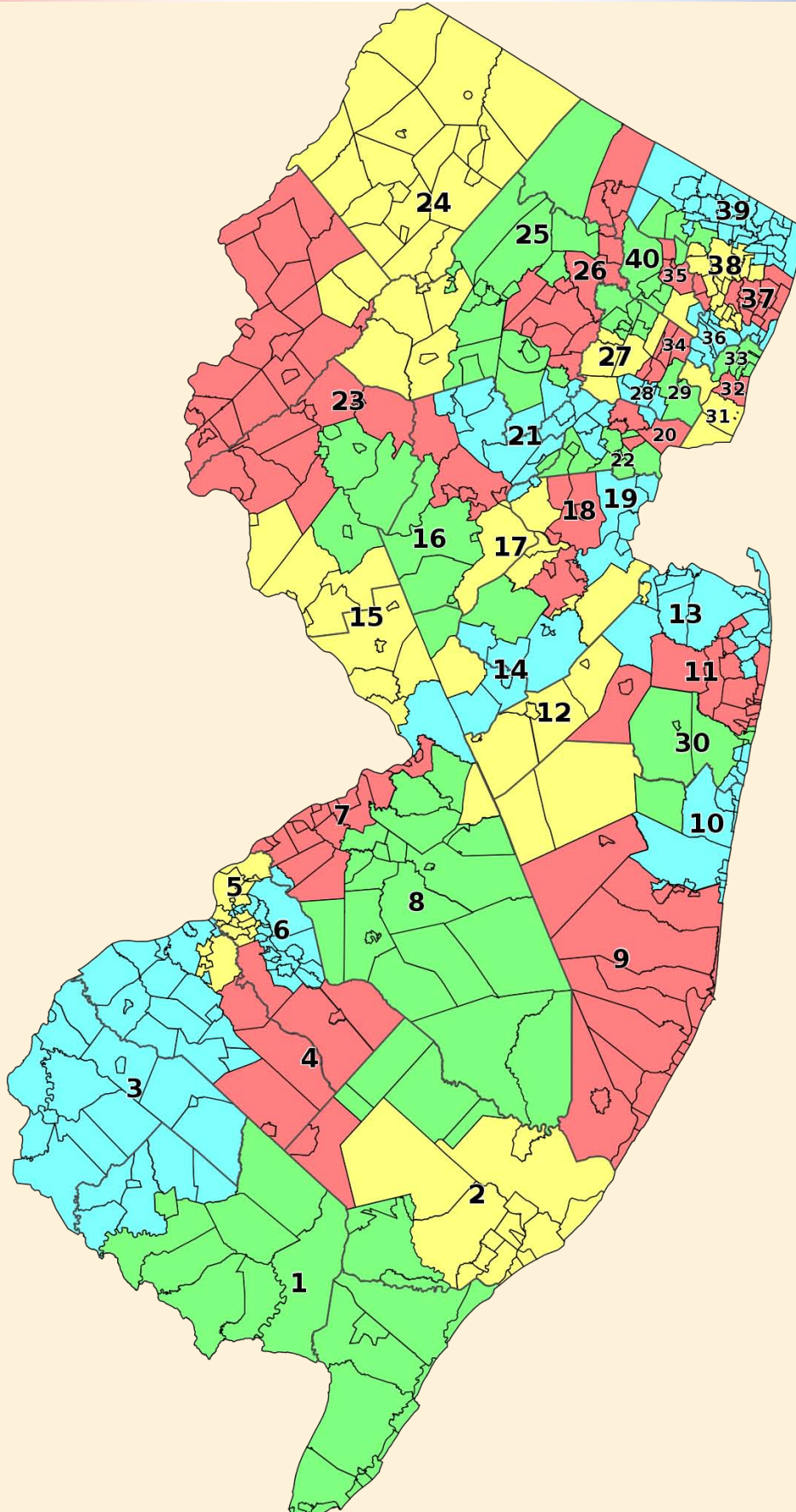
SUSSEX COUNTY: **District 24:** Entire County.

UNION COUNTY: **District 20:** Elizabeth, Kenilworth, Roselle, and Union Twp. **District 21:** Berkeley Heights, Garwood, Mountainside, New Providence, Springfield, Summit, and Westfield. **District 22:** Clark, Cranford, Fanwood, Linden, Plainfield, Rahway, Roselle Park, Scotch Plains, and Winfield. **District 28:** Hillside.

WARREN COUNTY: **District 23:** Entire County except Allamuchy and Independence. **District 24:** Allamuchy and Independence.

Decision 2023

The NJGCA Voter Guide



For over 41-years, the petroleum industry has associated the  name with building and maintaining high quality service stations.

The name that you have come to trust is now proud to offer

Tank Testing and Environmental Compliance Services



One call does it all... (973) 305-0022



www.salomone.com

Compliance with EPA, NJDEP, NFPA - Fully licensed and insured.

"Testing with Integrity"

Decision 2023

The NJGCA Voter Guide

WHO ARE THE CANDIDATES? New Jersey Senate & Assembly

** Names in italics are incumbants running for reelection. Vote for two Assembly candidates*

District 1

Senate: *Michael Testa (R)* and Charles LaSpata (D)

Assembly: *Antwan McClellan (R)*, *Erik Simonsen (R)*, Damita White-Morris (D), and Eddie Bonner (D)

District 2

Senate: *Vince Polistina (R)* and Caren Fitzpatrick (D)

Assembly: *Don Guardian (R)*, *Claire Swift (R)*, Lisa Bender (D), and Alphonso Harrell (D)

District 3

Senate: *Ed Durr (R)* and John Burzichelli (D)

Assembly: *Bethanne McCarthy Patrick (R)*, Tom Tedesco (R), Heather Simmons (D), and Dave Bailey (D)

District 4

Senate: Paul Moriarty (D) and Christopher Del Borrello (R)

Assembly: Dan Hutchinson (D), Cody Miller (D), Amanda Esposito (R), and Matthew Walker (R)

District 5

Senate: *Nilsa Cruz-Perez (D)* and Clyde Cook (R)

Assembly: *William Moen (D)*, *William Spearman (D)*, Joe Miller (R), and Yalinda Pagan (R).

District 6

Senate: *James Beach (D)* and Lynn Lofland (R)

Assembly: *Lou Greenwald (D)*, *Pamela Lampitt (D)*, Danielle Barry (R), and Daniel Kenny (R)

District 7

Senate: *Troy Singleton (D)* and James Fazzone (R)

Assembly: *Herb Conaway (D)*, *Carol Murphy (D)*, Eileen Bleistine (R), and Doug Dillon (R)

District 8

Senate: Latham Tiver (R) and Gaye Burton (D)

Assembly: *Michael Torriasi (R)*, *Brandon Umba (R)*, Anthony Angelozzi (D), and Andrea Katz (D)

District 9

Senate: Carmen Amato (R) and Gabriel Franco (D)

Assembly: *Brian Rumpf (R)*, Greg Myhre (R), Joe Atura (D), and Sally Collins (D)

District 10

Senate: *Jim Holzapfel (R)* and Jeff Horn (D)

Assembly: *Greg McGuckin (R)*, Paul Kanitra (R), John LaMacchia (D), and Emma Mammano (D)

District 11

Senate: *Vin Gopal (D)* and Steve Dnistrian (R)

Assembly: *Kim Eulner (R)*, *Marilyn Piperno (R)*, Margie Donlon (D), and Luanne Peterpaul (D)

District 12

Senate: Owen Henry (R) and Brandon Rose (D)

Assembly: *Rob Clifton (R)*, *Alex Sauickie (R)*, Raya Arbiol (D), and Paul Sarti (D)

District 13

Senate: *Declan O'Scanlon (R)* and Lucille Losapio (D)

Assembly: *Gerry Scharfenberger (R)*, *Vicky Flynn (R)*, Paul Eschelback (D), and Danielle Mastropiero (D)

District 14

Senate: *Linda Greenstein (D)* and Patricia Johnson (R)

Assembly: *Wayne DeAngelo (D)*, Tennille McCoy (D), Adam Elias (R), and Skye Gilmartin (R)

District 15

Senate: *Shirley Turner (D)* and Roger Locandro (R)

Assembly: *Verlina Reynolds-Jackson (D)*, *Anthony Verrelli (D)*, and Michel Hurtado (R)

District 16

Senate: *Andrew Zwicker (D)* and Michael Pappas (R)

Assembly: *Roy Freiman (D)*, Mitchelle Drulis (D), Ross Traphagen (R), and Grace Zhang (R)

Decision 2023

The NJGCA Voter Guide

District 17

Senate: *Bob Smith (D)* and William Mikita (R)
Assembly: *Joe Danielsen (D)*, Kevin Egan (D), Susan Hucko (R), and Dhimant Patel (R)

District 18

Senate: *Pat Diegnan (D)* and Neal Shah (R)
Assembly: *Robert Karabinchak (D)*, *Sterley Stanley (D)*, Teresa Hutchison (R), and Joe Wolak (R)

District 19

Senate: *Joe Vitale (D)* and Maria Garcia (R)
Assembly: *Craig Coughlin (D)*, *Yvonne Lopez (D)*, Marilyn Colon (R), and Sam Raval (R)

District 20

Senate: *Joe Cryan (D)* and Carmen Bucco (R)
Assembly: *Annette Quijano (D)*, *Reginald Atkins (D)*, and Ramon Hernandez (R)

District 21

Senate: *Jon Bramnick (R)* and Matt Marino (D)
Assembly: *Nancy Muñoz (R)*, *Michele Matsikoudis (R)*, Elizabeth Graner (D), and Chris Weber (D)

District 22

Senate: *Nick Scutari (D)* and William Michelson (R)
Assembly: *James Kennedy (D)*, *Linda Carter (D)*, Lisa Fabrizio (R), and Patricia Quattrocchi (R)

District 23

Senate: *Doug Steinhardt (R)* and Denise King (D)
Assembly: *John DiMaio (R)*, *Erik Peterson (R)*, Guy Citron (D), and Tyler Powell (D)

District 24

Senate: Parker Space (R) and Edmund Khanoo (D)
Assembly: Dawn Fantasia (R), Michael Inganamort (R), Alicia Sharma (D), and Veronica Fernandez (I)

District 25

Senate: *Anthony Bucco (R)* and Christine Clarke (D)
Assembly: *Aura Dunn (R)*, *Christian Barranco (R)*, Jonathan Torres (D), and Diane Salvatore (D)

District 26

Senate: **Joe Pennacchio (R)** and Joan Waks (D)
Assembly: *Jay Webber (R)*, *Brian Bergen (R)*, Walter Mielarczyk (D), and John Von Achen (D)

District 27

Senate: John McKeon (D) and Michael Byrne (R)

Assembly: Rosy Bagolie (D), Alixon Collazos-Gill (D), Irene Devita (R), and Jon Sym (R)

District 28

Senate: *Renee Burgess (D)*
Assembly: *Cleopatra Tucker (D)*, Garnet Hall (D), Joy Freeman (R), and Willie Jetti (R)

District 29

Senate: *Teresa Ruiz (D)* and Maritza Mathews (R)
Assembly: *Eliana Pintor Marin (D)*, *Shanique Speight (D)*, Orlando Mendez (R), and Noble Milton (R)

District 30

Senate: *Bob Singer (R)* and Stephen Dobbins (D)
Assembly: *Sean Kean (R)*, *Ned Thomson (R)*, Sal Francisco (D), and Avi Schnall (D)

District 31

Senate: Angela McKnight (D) and Luis Soto (R)
Assembly: *William Sampson (D)*, Barbara McCann Stamato (D), Angelique Diaz (R), and Sydney Ferreira (R)

District 32

Senate: Raj Mukherji (D) and Ilyas Mohammed (R)
Assembly: John Allen (D), Jessica Ramirez (D), Robert Ramos (R), and Alex Garcia (R)

District 33

Senate: *Brian Stack (D)* and Joanne Kuniansky (I)
Assembly: Julio Marenco (D), Gabriel Rodriguez (D), and Lea Sherman (I)

District 34

Senate: Britnee Timberlake (D) and Joe Belnome (R)
Assembly: Carmen Morales (D), Michael Venezia (D), Clenard Childress (R), and James McGuire (R)

District 35

Senate: *Nellie Pou (D)* and Christopher Faustino (R)
Assembly: *Shavonda Sumter (D)* and *Benjie Wimberly (D)*

District 36

Senate: *Paul Sarlo (D)* and Chris Auriemma (R)
Assembly: *Gary Schaer (D)*, *Clinton Calabrese (D)*, Craig Auriemma (R), and Joe Viso (R)

District 37

Senate: *Gordon Johnson (D)* and Diedre Paul (R)

Decision 2023

The NJGCA Voter Guide

Assembly: *Shama Haider (D), Ellen Park (D), Robert Bedoya (R), Katherine Lebovics (R)*

District 38

Senate: *Joe Lagana (D) and Micheline Attieh (R)*
Assembly: *Lisa Swain (D), Chris Tully (D), Gail Horton (R), and Barry Wilkes (R)*

District 39

Senate: *Holly Schepisi (R) and Jodi Murphy (D)*
Assembly: *Robert Auth (R), John Azzariti (R), Damon Englese (D), and John Vitale (D)*

District 40

Senate: *Kristin Corrado (R) and Jennifer Ehrentraut (D)*
Assembly: *Christopher DePhillips (R), Al Barlas (R), Giovanna Irizarry (D), and Jennifer Marrinan (D)*



ATLANTIC PAYMENTS GROUP



Official and
Only NJCGA
ATM Partner

- ✔ Free ATM Placement
- ✔ 24/7 Free Maintenance and Service
- ✔ 20+ Years Industry Experience
- ✔ Always Up and Running

Anthony Critelli

☎ 732-245-1231 ✉ acritelli@atlanticpaymentsgroup.com

The legislature recently approved significant increases in campaign contribution limits. Raising more funds for our causes is more important than ever!



The NJGCA Political Action Committee (PAC) is one of our most important tools in fighting for our industries. With 120 legislators all looking for campaign support, and their events running \$400+ each, we need all the support we can get to stay relevant and stay in the conversation. When you contribute to the NJGCA PAC, you enable us to show support and say thank you to those legislators who have championed our efforts and stood by our side. Our contributions are small compared to those of our opponents, but legislators understand that our small contributions represent a giant effort to do our part to support them.

Even a \$100 donation will allow our association, and that means you and your business, to be more influential in Trenton. Money is support, and support is what gives us our foot in the door, makes us new friends, makes old friends stronger, and makes potential enemies think twice about trying to go after your business.

The strength of our association has always been our numbers, if everyone gives a little it will add up to a whole lot. You can make a contribution payable to NJGCA PAC and mail to 615 Hope Rd., Bldg. 2, 1st Floor, Eatontown NJ 07724.

Decision 2023

The NJGCA Voter Guide

How They Voted

1. Cure Period (A-4753)

This bill gives small businesses (50 or fewer full time equivalent employees) a 60-day grace period if they are fined by the state for noncompliance with certain laws and regulations. If the business is able to correct the issue before the end of the grace period, they would not be subject to the fine. Unfortunately, this does not apply to all legal compliance issues; labor laws and/or anything that would have an impact on the environment are excluded, and the grace period only applies if it's the first time the business has been fined for that issue. It was sponsored by Senators Vin Gopal (D-11) and Andrew Zwicker (D-16), and Assemblymembers Roy Freiman (D-16), Ellen Park (D-37), and Pamela Lampitt (D-6). It passed the Assembly 77-0 in December 2022, the Senate 38-0 in February 2023, was signed into law by the Governor in March 2023, and became effective in late June. A **YES** vote supported NJGCA's position.

2. Construction Permit Reform (A-573)

This bill was designed to address a serious and longstanding problem in this state: how long it takes businesses and homeowners to get approval from local officials so they can get moving on construction projects. If local officials can't or won't get to a site within three days of a requested inspection, the builder will be able to bring in a private contractor to perform the inspection, so the project can get moving. It also makes other reforms to help local governments conduct their inspections in a timely manner. It was sponsored by Assemblymembers Robert Karabinchak (D-18), Roy Freiman (D-16), Clinton Calabrese (D-36), and Lou Greenwald (D-6), Senators Nick Scutari (D-22) and Patrick Diegnan (D-18). It passed the Assembly 77-0 and the Senate 37-0 in December 2022 and was signed into law by the Governor in January 2023. A **YES** vote supported NJGCA's position.

3. Minor Working Hours (A-4222)

This bill makes it easier to hire workers under the age of 18. It makes annual a temporary change which allows 16 and 17 years old to work up to 50 hours per week (and up to 10 hours per day, with up to six hours straight without a 30-minute break) during summer (between the final day of their individual school year and Labor Day). Before this change, 16 and 17-year-olds could only work up to 40 hours a week, only 8 hours a day, and only for 5 hours straight. Additionally, no longer will these potential

employees be required to get working papers from their school. Instead, there is an online database managed by the Department of Labor that both minors and employers register with. The bill was sponsored by Senators Vin Gopal (D-11) and Joe Lagana (D-38) and Assemblymen Roy Freiman (D-16) and Clinton Calabrese (D-36). It was passed by the Senate 40-0 and the Assembly 74-3 in June 2022 and signed into law by the Governor in July 2022. A **YES** vote supported NJGCA's position.

4. Catalytic Converter Thefts (S-249)

This bill makes it harder for thieves to sell stolen catalytic converters to scrapyards, while not excessively burdening genuine auto repair shops. It prevents scrapyards from buying converters unless they have the VIN of the vehicle it came from and either a copy of the registration, receipt from a repair, or bill of sale for the vehicle—unless the seller is a repair shop. It was sponsored by Senator Nellie Pou (D-35) and Assemblymen Lou Greenwald (D-Camden), William Sampson (D-31), and Paul Moriarty (D-4). It was passed by the Senate 37-0 in October 2022, the Assembly 77-0 in March 2023, and signed into law by the Governor on May 15, 2023 with immediate effect. A **YES** vote supported NJGCA's position.

5. Small Business Health Reform (S-3480)

The "Small Business Health Insurance Affordability Act" changes some requirements in state law governing health insurance companies, with the aim to lower costs for many small business healthcare plans. The amount of lives covered by the small employer market has declined by over 70% since 2005, mostly due to increased premiums. By removing some regulations it is hoped more companies will reenter the small employer market and drive down costs for everyone. It is sponsored by Senators Joe Vitale (D-19) and Nellie Pou (D-35) and Assemblymembers John McKeon (D-27), Ellen Park (D-37), and Carol Murphy (D-7). It passed the Senate 34-0 in March 2023, the Assembly 77-0 in June, and is on the Governor's desk for him to decide to sign it or veto it. A **YES** vote supported NJGCA's position.

6. Health Insurance Study (S-2824)

This companion to the previous bill would require the Dept. of Banking and Insurance to conduct a study of meaningful reforms to state law that would further lower the cost of health insurance in the small employer market, including the possibility of creating a state subsidy for these plans. It is sponsored by Senators Joe Vitale (D-19) and Nellie

Decision 2023

The NJGCA Voter Guide

Pou (D-35) and Assemblymembers John McKeon (D-27), Angela McKnight (D-31), and Sterley Stanley (D-18). It passed the Assembly 69-7-1 and the Senate 34-1 in June, and is on the Governor's desk for him to decide to sign it or veto it. A **YES** vote supported NJGCA's position.

7. Towing Bill (S-3374)

This bill was written to address a problem that a few towers are running into that may have become a bad trend. It deals with police ordered non-consent tows. In some towing cases, the driver of the vehicle is just abandoning the car, and now some law firms are going to the lien holder and are suing the tower to get the vehicle released without paying any of the storage fees for the time the car has been on the lot, which could be months. It seems that what these law firms are hoping is that rather than hire an attorney to defend yourself and pay the legal fees, the tower will just let the car go and forgive the fees. This bill would essentially prevent those lawsuits by making explicit the towing company can collect these fees from the lessor or lienholder. It was sponsored by Senator Joe Lagana (D-38) and Assemblyman Chris Tully (D-38). It was passed in the Senate 35-1 and the Assembly 77-0 in June 2023 and signed into law by the Governor in August. A **YES** vote supported NJGCA's position.

8. Wind Tax Credit (A-5651)

This bill, which was rushed through in ten days during the budget session, redirects as much as \$1 billion in federal tax credits from ratepayers to the company constructing the offshore wind farm. If this bill had not been passed, electric rates would have been lowered for all consumers, including small businesses. It was sponsored by Assemblymembers Lou Greenwald (D-6), Paul Moriarty (D-4), Carol Murphy (D-7), and John McKeon (D-27) and Senators Bob Smith (D-17) and Gordon Johnson (D-37). It passed the Assembly 46-30 and the Senate 21-14 in June 2023, and was signed into law by the Governor in July. A **NO** vote supported NJGCA's position.

9. Unemployment Insurance Fund (A-3683)

This bill would have provided most businesses in the state with a tax credit in 2022 and 2023 equal to the amount of increase in their payroll taxes to cover the replenishment of the state UI Trust Fund, which was depleted during covid. It was sponsored by Assemblymen Roy Freiman (D-16), Lou Greenwald (D-6), and Chris Tully (D-38) and Senators Troy Singleton (D-7), Vin Gopal (D-11),

and Andrew Zwicker (D-16). It was passed by the Assembly 78-0 in June 2022, but was not voted on by the Senate at the request of the Governor. A **YES** vote supported NJGCA's position.

10. Good Faith Labor Advice

This bill provides a "good faith defense" against violations of state labor laws if the employer was following advice provided by staff of the Dept. of Labor. It comes after an employer was forced to pay a fine even though they had obtained guidance from DOL staff saying they were not in violation of the law. It is sponsored by Assemblymen Brandon Umba (R-8) and Michael Torrissi (R-8). It passed the Assembly 78-1 in May 2022 but has not been voted on by the Senate. A **YES** vote supported NJGCA's position.

11. Real Estate Tax Cut (A-2233)

This bill eliminates the special one percent tax on purchasers of commercial property worth more than \$1 million. It is sponsored by Assemblymen Lou Greenwald (D-6) and Clinton Calabrese (D-36) and Senators Nilsa Cruz-Perez (D-5) and James Beach (D-6). It passed the Assembly 76-0 in June 2022 but has not been voted on by the Senate. A **YES** vote supported NJGCA's position.

The following bills were voted on before the last state election, but we felt they have proven to be important enough to consider when voting in this election.

12. Bag/Straw/Styrofoam Ban (S-864—2020)

This bill bans all businesses from providing single use plastic bags to their customers, and prevents c-stores with more than 2,500 sq. ft. from providing paper bags. It bans c-stores from making available plastic straws unless a customer explicitly asks an employee for one. It also bans businesses from providing any kind of Styrofoam cups or containers. The bill was sponsored by Senators Bob Smith (D-17) and Linda Greenstein (D-14) and Assemblymen Jim Kennedy (D-22) and John McKeon (D-27). It passed the Assembly 47-24-7 and the Senate 25-13 in September 2020 and was signed into law by Governor Murphy in November 2020. A **NO** vote supported NJGCA's position.

13. Flavored Vape Ban (S-3265—2018)

This bill bans the sale of all vape products with a flavor other than tobacco. In the more than 3 years since it went into effect, it has been largely unenforced by state or local officials, leading to honest business owners losing customers to those breaking the law with impunity. It was sponsored

Decision 2023

The NJGCA Voter Guide

by Senators Shirley Turner (D-15) and Joe Vitale (D-19) and Assemblymembers Herb Conaway (D-7) and Carol Murphy (D-7). It passed the Senate 22-15, the Assembly 52-11-10, and was signed into law by Gov. Murphy in January 2020. A **NO** vote supported NJGCA's position.

14. \$15 Minimum Wage (A-15—2018)

This bill increased the minimum wage over the course of several years, hitting \$15.13 an hour for most businesses in January 2024. It will continue to increase annually based on inflation. It was sponsored by Assemblymembers Craig Coughlin (D-19), Cleo Tucker (D-28), Britnee Timberlake (D-34), Angela McKnight (D-31), and Paul Moriarty (D-4). It passed the Assembly 52-25 and the Senate 23-16 in January 2019 and was signed into law by Gov. Murphy in February 2019. A **NO** vote supported NJGCA's position.

15. Paid Sick Leave Mandate (A-1827—2018)

This bill requires every employee to be given one hour of paid leave for every 30 hours worked, up to 40 hours per year. Employees must be able to use the leave with no notice if they claim they or a family member are sick. It was sponsored by Assemblymembers Pamela Lampitt (D-6), Raj Mukherji (D-32), Benjie Wimberly (D-35), Shavonda Sumter (D-35), Paul Moriarty (D-4) and Senator Linda Greenstein (D-14). It passed the Assembly 50-24-1 in March 2018, the Senate 24-12 in April 2018, and was signed into law by Gov. Murphy in May 2018. A **NO** vote supported NJGCA's position.

16. Ban on Electric Heat Mandates (S-4133—2021)

This bill would have expressly prohibited the Governor, through any agency, from issuing regulations that mandate the use of an electric heating system in residences or commercial buildings. It was sponsored by Senators Vin Gopal (D-11) and Paul Sarlo (D-36) and Assemblyman John DiMaio (R-23). It passed the Senate 35-3 in January 2022 but was not voted on by the Assembly. A **YES** vote supported NJGCA's position.

Senate

District	Name	Party	1. Cure Period	2. Permit Reform	3. Minor Working Hours	4. Catalytic Converter	5. Small Biz Health Reform	6. Health Insurance Study	7. Towing Bill	8. Wind Tax Credit	9. UJ Fund	10. Good Faith Labor	11. Real Estate Tax Cut	12. Bag/Straw Bill	13. Flavored Vape Ban	14. \$15 Min Wage	15. PSL Mandate	16. Ban Electric Heat	
1	Michael Testa	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	*	*	*	No	No	*	*	Yes	
2	Vince Polistina	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	*	*	*	*	*	*	*	*	Yes
3	Ed Durr	R	Yes	Yes	Yes	Yes	Yes	No	No	No	*	*	*	*	*	*	*	*	Yes
4	Paul Moriarty	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	NV	Yes	Yes	*	
5	Nilsa Cruz-Perez	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes	
6	Jim Beach	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes	
7	Troy Singleton	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	NV	Yes	Yes	Yes	
10	Jim Holzapfel	R	Yes	NV	Yes	Yes	NV	NV	Yes	NV	*	*	*	NV	No	No	NV	Yes	
11	Vin Gopal	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	*	*	*	Yes	NV	No	Yes	Yes	
13	Declan O'Scanlon	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	*	*	*	No	No	No	No	Yes	
14	Linda Greenstein	D	Yes	NV	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes	
15	Shirley Turner	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	NV	Yes	Yes	
16	Andrew Zwicker	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	*	
17	Bob Smith	D	Yes	Yes	Yes	Yes	NV	NV	NV	NV	*	*	*	Yes	Yes	Yes	Yes	No	
18	Pat Diegnan	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes	
19	Joe Vitale	D	Yes	Yes	Yes	NV	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes	
20	Joe Cryan	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes	

Decision 2023

The NJGCA Voter Guide

District	Name	Party	1. Cure Period	2. Permit Reform	3. Minor Reform	4. Catalytic Converter	5. Small Biz Working Hours	6. Health Insurance Reform	7. Towing Bill	8. Wind Tax Credit	9. UJ Fund	10. Good Faith Labor	11. Real Estate Tax Cut	12. Bag/Straw Bill	13. Flavored Vape Ban	14. \$15 Min Wage	15. PSL Mandate	16. Ban Electric Heat
21	Jon Bramnick	R	Yes	Yes	Yes	Yes	NV	NV	NV	No	*	*	*	No	No	No	No	Yes
22	Nick Scutari	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	NV	Yes	Yes	Yes
23	Doug Steinhardt	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	NV	*	*	*	*	*	*	*	*
24	Parker Space	R	Yes	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	Yes	No	No	No	No	*
25	Anthony Bucco	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	*	*	*	No	No	No	No	Yes
26	Joe Pennacchio	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	*	*	*	No	No	No	NV	Yes
27	John McKeon	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*
28	Renee Burgess	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	*	*	*	*	*
29	Teresa Ruiz	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes
30	Bob Singer	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	*	*	*	No	No	No	No	Yes
31	Angela McKnight	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*
32	Raj Mukherji	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*
33	Brian Stack	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes
34	Britnee Timberlake	D	NV	NV	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*
35	Nellie Pou	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes
36	Paul Sarlo	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes
37	Gordon Johnson	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	*
38	Joe Lagana	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	Yes	Yes	Yes	Yes	Yes
39	Holly Schepisi	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	*	*	*	No	NV	No	NV	Yes
40	Kristin Corrado	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	*	*	*	No	No	No	No	Yes

NV means the member did not vote on this bill
***** means the bill was not up for a vote in their chamber, or they were not in the Legislature at that time



Decision 2023

Assembly

District	Name	Party	1. Cure Period	2. Permit Reform	3. Minor Working Hours	4. Catalytic Converter	5. Small Biz Health Reform	6. Health Insurance Reform	7. Towing Bill	8. Wind Tax Credit	9. UJ Fund	10. Good Faith Labor Advice	11. Real Estate Tax Cut	12. Bag/Straw Bill	13. Flavored Vape Ban	14. \$15 Min Wage	15. PSL Mandate
1	Antwan McClellan	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	*	*	*
1	Erik Simonsen	R	Yes	Yes	NV	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	*	*	*
2	Don Guardian	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
2	Claire Swift	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
3	Bethanne McCarthy Patrick	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
5	William Moen	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*
5	William Spearman	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*
6	Lou Greenwald	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
6	Pamela Lampitt	D	Yes	Yes	Yes	NV	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
7	Herb Conaway	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
7	Carol Murphy	D	Yes	NV	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
8	Michael Torrissi	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
8	Brandon Umba	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
9	Brian Rumpf	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	Abs	No	No
10	Greg McGuckin	R	Yes	Yes	NV	Yes	Yes	NV	Yes	No	Yes	Yes	Yes	No	No	No	No
11	Kim Eulner	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
11	Marilyn Piperno	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
12	Rob Clifton	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	NV	Yes	NV	No	Yes	NV	No
12	Alex Sauickie	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
13	Gerry Scharfenberger	R	Yes	Yes	Yes	Yes	Yes	No	Yes	No	Yes	NV	Yes	Abs	*	*	*
13	Vicky Flynn	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
14	Wayne DeAngelo	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Abs	Abs	Yes	Yes
15	Verlina Reynolds-Jackson	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
15	Anthony Verrelli	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*
16	Roy Freiman	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
17	Joe Danielsen	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Abs
18	Robert Karabinchak	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Abs	Yes	Yes
18	Sterley Stanley	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	*
19	Craig Coughlin	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
19	Yvonne Lopez	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
20	Annette Quijano	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes
20	Reginald Atkins	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	*
21	Nancy Muñoz	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	Yes	No	No
21	Michele Matsikoudis	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	*	*	*	*
22	James Kennedy	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
22	Linda Carter	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*
23	John DiMaio	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	No	No	No
23	Erik Peterson	R	Yes	Yes	No	Yes	Yes	No	Yes	No	Yes	Yes	Yes	No	No	No	No
25	Aura Dunn	R	Yes	Yes	No	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Abs	Abs	*	*

Decision 2023

District	Name	Party	1. Cure Period	2. Permit Reform	3. Minor Reform	4. Catalytic Converter	5. Small Biz Health Reform	6. Health Insurance Study	7. Towing Bill	8. Wind Tax Credit	9. UJ Fund	10. Good Faith Labor Advice	11. Real Estate Tax Cut	12. Bag/Straw Bill	13. Flavored Vape Ban	14. \$15 Min Wage	15. PSL Mandate
25	Christian Barranco	R	Yes	Yes	No	Yes	Yes	No	Yes	No	Yes	Yes	Yes	*	*	*	*
26	Jay Webber	R	Yes	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	Yes	No	Yes	NV	No
26	Brian Bergen	R	Yes	Yes	Yes	Yes	NV	Yes	Yes	No	Yes	Yes	Yes	No	*	*	*
28	Cleopatra Tucker	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
29	Eliana Pintor Marin	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	NV	Yes	Yes	Yes	Yes	Yes
29	Shanique Speight	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
30	Sean Kean	R	Yes	Yes	Yes	Yes	Yes	Yes	NV	Yes	Yes	Yes	Abs	No	No	No	No
30	Ned Thomson	R	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	No	No	No	No
31	William Sampson	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	*	*
35	Shavonda Sumter	D	NV	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
35	Benjie Wimberly	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
36	Gary Schaer	D	Yes	Yes	Yes	Yes	Yes	NV	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
36	Clinton Calabrese	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
37	Shama Haider	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	*	*
37	Ellen Park	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*	*	*	*	*
38	Lisa Swain	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*
38	Chris Tully	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*
39	Robert Auth	R	Yes	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	NV	No	Abs	No	No
40	Christopher DePhillips	R	Yes	Yes	Yes	Yes	Yes	Abs	Yes	No	Yes	Yes	Yes	No	Yes	No	No

NV means the member did not vote on this bill
***** means the bill was not up for a vote in their chamber, or they were not in the Legislature at that time
Abs means they were present but chose to Abstain on the vote



The logo for World Insurance, featuring the word "WORLD" in a white, sans-serif font. The letter "O" is stylized with a blue and green circular graphic element.

LARGE RESOURCES.
LOCAL RELATIONSHIPS.

A photograph of a gas station at night, illuminated by overhead lights. The station has a blue and white canopy. The text "EXCLUSIVE NJGCA HEALTH PLAN FOR MEMBERS ONLY" is overlaid in large, white, bold letters across the middle of the image.

EXCLUSIVE NJGCA HEALTH PLAN FOR MEMBERS ONLY

**Offer your employees
quality health insurance
at an affordable price.**

The New Jersey Gasoline, C-Store, Automotive Association (NJGCA) has partnered with World Insurance Associates to bring you the NJGCA Health Plan for members only. Now you can offer your employees quality health insurance at exclusive rates. And it's fast and easy to enroll!

**Call or email us today to
learn more about this
exclusive program.**

WORLDINSURANCE.COM

FEATURES:

- New health plan starting 1/1/2023
- National network of doctors
- Multiple plan designs
- Members-only health plan
- Potentially great premium savings

CONTACT:

Joe Amato, Jr.

Principal

World Insurance Associates

4900 Route 33, Suite 103

Neptune, NJ 07753

O: 732-530-6740 x412

joeamatojr@worldinsurance.com

Terence Gorman, CHVP

Principal, Managing Director

World Insurance Associates

429 Hackensack Street

Carlstadt, NJ 07072

O: 848-456-8600 x162 | M: 646-438-4959

terencegorman@worldinsurance.com

Decision 2023

The NJGCA Voter Guide

NJGCA Candidate Survey Questions

1. New Jersey is now the only state in the nation with a full ban on motorists pumping their own gasoline. This prohibition is an inconvenience to those who would prefer to save time by pumping their own gas. For years now, station owners have been unable to find enough people willing to work as attendants, forcing them to close off pumps. A-3105, the "Motorist Fueling Choice and Convenience Act", is bipartisan legislation that would legalize the option of self-serve gas while requiring larger stations to still offer full-serve. **Would you support this bill?**

2. Nationwide, about 80% of convenience stores sell beer and wine, where it is often a cornerstone of their business. In New Jersey, almost no c-stores are able to sell these products because of our antiquated liquor laws. **Would you support reforming New Jersey's liquor license laws to make it easier for small businesses like convenience stores to sell beer and wine?**

3. Thanks to a national Right to Repair movement, in 2014 vehicle owners and independent auto repair shops gained access to the onboard data necessary to perform repair work on modern automobiles. However, a loophole in the national agreement only covers data transmitted through a wired connection, and the latest models of vehicles transmit their data wirelessly. This is known in the industry as telematics. With manufacturers in total control of this data, they can use it to force customers away from small business repair shops when it comes time for repair and maintenance. In 2020 75% of Massachusetts voters supported expanding Right to Repair access to include telematics data. **Would you support legislation to do the same in New Jersey?**

4. State law currently sets a minimum price at which cigarettes must be sold. As costs for small businesses have increased over the years, fewer and fewer can survive on the small margins earned by selling at the state minimum price. However, competition from big chains prevents them from increasing their markup. **Would you support an increase in the mandatory minimum price that can be charged for cigarettes?**

5. The Governor has directed the DEP to adopt California's Advanced Clean Cars II mandate, which will ban the sale of all new gasoline powered vehicles by 2035, and require that at least 35% of sales be EVs as soon as 2026. It should not be the role of the

government to restrict consumer choice so significantly, especially at the state level. Policymakers should instead rely on incentives to encourage consumers to choose these vehicles. **Would you oppose this state ban on the sale of vehicles powered by internal combustion engines?**

6. Since 2016, New Jersey's gas tax has increased by about 27¢ a gallon, from one of the lowest in the nation to one of the highest. As vehicle mileage per gallon continues to increase and more residents switch to zero emission vehicles, it is clear that it would be ineffective, regressive, and unsustainable to fund next year's authorization of the Transportation Trust Fund with another gas tax increase. **Would you oppose a further increase in the gas tax in the next TTF authorization?**

7. New Jersey, like many states, has longstanding laws which prohibit the sale of motor fuel below cost. Some large national corporations would like to see this law weakened or eliminated so that they can undercut their small business competitors. Once their competitors have been wiped out, they could then charge as high a price as they would like. **Do you support continuing the ban on below cost selling?**

8. In 2010 the State eliminated its requirement that all passenger vehicles undergo a biennial safety inspection. This requirement was a vital tool in ensuring that motorists' vehicles were fully road safe and compliant with the law. In the years since, auto repairers have seen a sharp decrease in motorist compliance with safety laws. **Would you support the return of required safety inspections?**

9. The state Lottery Commission has issued proposed regulations that would allow them to sell draw-based games (like Powerball and Mega Millions) directly to the public through the internet and mobile devices. This change is being made by going around the Legislature, and the small businesses who currently sell tickets are concerned about now having to compete with their supplier and chief advertiser. **Would you support legislative action to prevent this regulation from being enacted?**

10. The commissions that are paid by the state Lottery Commission to retailers have not increased from 5% they were set at when the state lottery was created half a century ago. Meanwhile inflation continues to increase costs for independent and small retailers. **Would you support an increase in lottery commissions?**

11. This January the minimum wage paid by most employers will reach \$15 an hour. It will continue to

Decision 2023

THE NJGCA VOTER GUIDE

increase every year based on changes in the consumer price index. Nevertheless, some have proposed that the law should be changed to mandate it even higher, adding to the burdens on running a small business in ways that will increase prices for consumers. **Would you oppose a bill to further increase the minimum wage in New Jersey?**

12. Credit card interchange fees have become one of the largest expenses a business incurs. Visa and MasterCard have created a virtual monopoly and are able to charge retailers whatever rate they wish, knowing no business in this modern age can survive without accepting credit cards. A-1530 is bipartisan legislation to lower the cost of credit card fees by injecting competition into the market by providing choice in how transactions are routed. **Would you support this legislation?**

13. One of the biggest challenges facing auto repair shops is the inability to find quality, well-trained technicians to fix their customers' cars, particularly given how complex the modern automobile is. Working as an auto technician can provide someone with a good salary performing fulfilling work, and often the ability to own their own business one day. **Would you support state funding for workforce development programs which include helping more New Jerseyans become trained auto technicians?**

14. Existing motor fuel retailers are already positioned in the best locations to provide motorists with a way to refuel their vehicle, whether it is powered by gasoline, electricity, or hydrogen. **Would you support giving tax credits or other financial incentives to existing motor fuel retailers to promote the installation of battery fast charging stations and hydrogen fuel refilling stations?**

LD	Name	Office Sought	Incumbent?	Party	1. Support Self-Serve?	2. Beer/Wine in C-stores?	3. Right to Repair?	4. Increase Gas Tax?	5. Oppose Cig Minimum?	6. Oppose Gas Car Ban?	7. Support BCS Tax Increase?	8. Safety Inspections?	9. Oppose Internet Lottery?	10. Increase Lottery Commission?	11. Oppose Min Wage Increase?	12. Lower Credit Card Fees?	13. Fund More Auto Techns?	14. \$ for At Energy Infra.
1	Damita White-Morris	Assembly		D	Yes	No	Yes	Yes	No	No	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
1	Eddie Bonner	Assembly		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
3	Ed Durr	Senate	*	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
5	William Spearman	Assembly	*	D	No	?	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
5	Joe Miller	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
6	Lou Greenwald	Assembly	*	D	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF
6	Pamela Lampitt	Assembly	*	D	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF
6	Brian McFlory	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
8	Gaye Burton	Senate		D	No	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
8	Anthony Angelozzi	Assembly		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
8	Andrea Katz	Assembly		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
9	Gabriel Franco	Senate		D	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No	?	Yes	Yes	Yes
10	James Holzapfel	Senate	*	R	No	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	Yes	Yes	Yes
10	Greg McGuckin	Assembly	*	R	No	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	Yes	Yes	Yes
10	Paul Kanitra	Assembly		R	No	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	Yes	Yes	Yes
11	Steve Dnistrian	Senate		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
11	Marilyn Piperno	Assembly	*	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
11	Kim Eulner	Assembly	*	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
11	Luanne Peterpaul	Assembly		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
12	Owen Henry	Senate		R	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
12	Robert Clifton	Assembly	*	R	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
12	Raya Arbiol	Assembly		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
13	Lucille Lo Sapio	Senate		D	No	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes
13	Gerry Scharfenberger	Assembly	*	R	Yes	Yes	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
13	Vicky Flynn	Assembly	*	R	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
13	Paul Eschelbach	Assembly		D	Yes	Yes	Yes	No	No	No	Yes	Yes	Yes	No	No	Yes	Yes	Yes

Decision 2023

LD	Name	Office Sought	Incumbent?	Party	1. Support Self-Serve?	2. Beer/Wine in C-stores?	3. Right to Repair?	4. Increase Cig. Minimum?	5. Oppose Gas Car Ban?	6. Oppose Gas Tax Increase?	7. Support BCS Ban?	8. Safety Inspectors?	9. Oppose Internet Lottery?	10. Increase Lottery?	11. Oppose Min Wage Increase?	12. Lower Credit Card Fees?	13. Fund More Auto Techs?	14. \$ for Alt Energy Infra?
13	Paul Eschelbach	Assembly		D	Yes	Yes	Yes	No	No	No	Yes	Yes	Yes	No	No	Yes	Yes	Yes
13	Danielle Mastropiero	Assembly		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes
14	Patricia Johnson	Senate		R	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
14	Adam Elias	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No	Yes	Yes	Yes
14	Skye Gilmartin	Assembly		R	Yes	Yes	Yes	No	Yes	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes
15	Shirley Turner	Senate	*	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
15	Roger Locandro	Senate		R	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
15	Verlina Reynolds-Jackson	Assembly	*	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
15	Anthony Verrelli	Assembly	*	D	No	No	No	No	Yes	No	Yes	No	Yes	No	No	Yes	Yes	Yes
15	Michel Hurtado	Assembly		R	No	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes
16	Michael Pappas	Senate		R	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
16	Grace Zhang	Assembly		R	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
17	Bob Smith	Senate	*	D	?	Yes	Yes	Yes	No	No	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
17	Joe Danielsen	Assembly	*	D	?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes
18	Patrick Diegnan	Senate	*	D	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF
18	Sterley Stanley	Assembly	*	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes
19	Maria Garcia	Senate		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
20	Joe Cryan	Senate	*	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
20	Reginald Atkins	Assembly	*	D	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	Yes	Yes	Yes
20	Carmen Bucco	Senate		R	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
20	Ramon Hernandez	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No
21	Nancy Munoz	Assembly	*	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
21	Michele Matsikoudis	Assembly	*	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	Yes	Yes
22	William Michelson	Senate		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
22	Lisa Fabrizio	Assembly		R	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
22	Patricia Quattrocchi	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
23	Erik Peterson	Assembly	*	R	No	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
23	Guy Citron	Assembly		D	No	Yes	Yes	Yes	No	No	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
23	Tyler Powell	Assembly		D	No	Yes	Yes	Yes	No	No	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
24	Edmund Khanoo	Senate		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes
24	Michael Inganamort	Assembly		R	Yes	Yes	Yes	No	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	No
24	Dawn Fantasia	Assembly		R	No	Yes	Yes	No	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	No
25	Christine Clarke	Senate		D	No	Yes	Yes	Yes	No	No	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
25	Aura Dunn	Assembly	*	R	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	No	?	Yes	Yes	Yes
25	Jon Torres	Assembly		D	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
25	Diane Salvatore	Assembly		D	No	Yes	Yes	Yes	No	No	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
26	Joe Pennacchio	Senate	*	R	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF	RF
26	Jay Webber	Assembly	*	R	?	?	?	?	Yes	Yes	?	?	?	?	Yes	?	?	?
26	Brian Bergen	Assembly	*	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
26	John Von Achen	Assembly		D	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes
27	Irene DeVita	Assembly		R	No	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes
28	Willie Jetti	Assembly		R	Yes	No	Yes	Yes	Yes	Yes	No	No	Yes	Yes	No	Yes	Yes	Yes
29	Noble Milton	Assembly		R	Yes	No	Yes	Yes	Yes	Yes	No	No	Yes	Yes	Yes	Yes	Yes	Yes
30	Robert Singer	Senate	*	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
30	Sean Kean	Assembly	*	R	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Decision 2023

ID	Name	Office Sought	Incumbent?	Party	1. Support Self-Serve?	2. Beer/Wine in C-stores?	3. Right to Repair?	4. Increase Cig. Minimum?	5. Oppose Gas Car Ban?	6. Oppose Gas Tax Increase?	7. Support BCS Ban?	8. Safety Inspections?	9. Oppose Internet Lottery?	10. Increase Lottery?	11. Oppose Min Wage Increase?	12. Lower Credit Card Fees?	13. Fund More Auto Techs?	14. \$ for Alt Energy Infra.
30	Ned Thomson	Assembly	*	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
31	Luis Soto	Senate		R	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	Yes	Yes	Yes
31	William Sampson	Assembly	*	D	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes
31	Angelique Diaz	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
31	Sydney Ferreira	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
32	Raj Mukherji	Senate		D	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
32	Ilyas Mohammed	Senate		R	Yes	No	Yes	Yes	No	Yes	?	Yes	Yes	Yes	No	Yes	Yes	Yes
33	Julio Marengo	Assembly		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
34	Britnee Timberlake	Senate		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes
34	Joe Belnome	Senate		R	No	No	Yes	Yes	Yes	No	No	No	Yes	Yes	Yes	Yes	Yes	Yes
34	Michael Venezia	Assembly		D	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
35	Nellie Pou	Senate	*	D	No	?	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
35	Shavonda Sumter	Assembly	*	D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
35	Benjie Wimberly	Assembly	*	D	No	?	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
36	Paul Sarlo	Senate	*	D	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes
36	Chris Auriemma	Senate		R	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
36	Clinton Calabrese	Assembly	*	D	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes
36	Craig Auriemma	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
37	Gordon Johnson	Senate	*	D	Yes	Yes	No	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
37	Dierdre Paul	Senate		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
37	Robert Bedoya	Assembly		R	Yes	Yes	No	No	Yes	No	No	Yes	Yes	Yes	No	Yes	Yes	Yes
38	Micheline Attieh	Senate		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
38	Barry Wilkes	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
38	Gail Horton	Assembly		R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
39	Holly Schepisi	Senate	*	R	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
39	Jodi Murphy	Senate		D	Yes	Yes	Yes	Yes	?	Yes	Yes	?	Yes	?	Yes	Yes	Yes	Yes
39	John Azzariti	Assembly		R	No	Yes	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No
40	Jennifer Ehrentraut	Senate		D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	?	Yes	Yes	Yes	Yes
40	Christopher DePhillips	Assembly	*	R	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

FOLLOW NJGCA ON SOCIAL MEDIA!



Linked



New!

We want to be more aggressive with sharing news, information, and opinions on our social media platforms, including our legislative efforts. Also, we hope to highlight our members' efforts in their communities and beyond on social media as well. We would appreciate the follow and welcome discussion and sharing! Just search for NJGCA on your platform.

Follow us on our social media platforms and join in on the discussion today!

Decision 2023

Sponsor Shout-Outs

*In the Statehouse, not every bill gets a vote by the full chamber. Those that jump on as prime sponsor of a bill are at the front line of trying to get it passed. Those that co-sponsor are publicly attaching their name to a bill to signal their support. They deserve special praise for these important good bills, and in the case of the last two, special blame. * Indicates a prime sponsor*

Self-Serve Legalization (A-3105)

This is the bill that would allow gas stations with 4 or fewer gas dispensers to be entirely self-serve, if they wished. Larger stations could offer both. No restriction on pricing.

Carol Murphy* (D-7), Rob Clifton (R-12), Vicky Flynn (R-13), Gerry Scharfenberger (R-13), Wayne DeAngelo (D-14), Verlina Reynolds-Jackson (D-15), Ned Thomson* (R-30), Britnee Timberlake (D-34), Shavonda Sumter (D-35), and Clinton Calabrese* (D-36).

Stop Arbitrary DTW Pricing(S-3812/A-5523)

This bill would require that fuel distributors who own the location but have the station run by a lessee dealer price their fuel based on some kind of formula agreed to in advance, rather than arbitrarily charging them 10-50¢ a gallon over rack as they are now.

Patrick Diegnan* (D-18), Reginald Atkins* (D-20), Jon Bramnick* (R-21), Angela McKnight* (D-31), Britnee Timberlake* (D-34), and Paul Sarlo (D-36).

UI Fund Dedication (S-733/A-3683)

This bill would have dedicated enough money to refill the Unemployment Insurance Trust Fund so that employer payroll taxes would not have increased this year or last year. It passed the Assembly but was pulled from consideration in the Senate at the request of Governor Murphy.

Michael Testa (R-1), Nilsa Cruz-Perez (D-5), William Spearman (D-5), Lou Greenwald* (D-6), Troy Singleton* (D-7), Brandon Umba (R-8), Jim Holzapfel (R-10), Vin Gopal* (D-11), Kim Eulner (R-11), Marilyn Piperno (R-11), Shirley Turner (D-15), Verlina Reynolds-Jackson (D-15), Andrew Zwicker* (D-16), Roy Freiman* (D-16), Yvonne Lopez (D-19), Annette Quijano (D-20), Linda Carter (D-22), Anthony Bucco (R-25), Angela McKnight (D-31), Britnee Timberlake (D-34), Nellie Pou (D-35), Benjie Wimberly (D-35), Clinton Calabrese (D-36), Gordon Johnson (D-37), Ellen Park (D-37), Joe Lagana (D-38), Chris Tully* (D-38), Lisa Swain (D-38), and Christopher DePhillips (R-40).

Income Tax Brackets Adjusted for Inflation (S-676/A-2058)

This bill would index the state income tax brackets annually based on inflation, as is done for federal taxes and in most other states.

Michael Testa (R-1), Antwan McClellan (R-1), Don Guardian (R-2), Claire Swift (R-2), Bethanne McCarthy Patrick (R-3), Troy Singleton (D-7), Michael Torrisi (R-8), Brandon Umba (R-8), Brian Rumpf (R-9), Jim Holzapfel (R-10), Marilyn Piperno (R-11), Kim Eulner (R-11), Rob Clifton (R-12), Alex Sauickie (R-12), Vicky Flynn (R-13), Gerry Scharfenberger (R-13), Patrick Diegnan (D-18), Nancy Munoz* (R-21), Michele Matsikoudis (R-21), John DiMaio* (R-23), Erik Peterson (R-23), Parker Space (R-24), Anthony Bucco* (R-25), Aura Dunn (R-25), Christian Barranco (R-25), Jay Webber (R-26), Sean Kean (R-30), and Christopher DePhillips (R-40).

Menthol Ban (S-2667/A-1989)

This bill would ban the sale of menthol cigarettes in the state of New Jersey, which currently make up about 40% of sales.

Herb Conaway* (D-7), Carol Murphy* (D-7), Shirley Turner (D-15), Verlina Reynolds-Jackson (D-15), Patrick Diegnan (D-18), Joe Vitale* (D-19), Robert Singer* (R-30), Nellie Pou (D-35), and Christopher DePhillips (R-40).

Gas Car Ban (A-5261)

This bill would mandate that the DEP adopt the California Advanced Clean Cars II regulation, which would ban any new gasoline-powered passenger vehicles from being sold in the State in 2035. If it became law it would prevent a future Governor from repealing the regulation proposed by Gov. Murphy.

Sterley Stanley (D-18), Reginald Atkins* (D-20), Linda Carter (D-22), and William Sampson* (D-31).



5% Dividend Awarded to Eligible
NJGCA Members in 2020!



WORLD

No Time Like the Present to Look for Cost Savings!

Call the Amato Insurance Agency, a division of World Insurance Associates, LLC, today to learn more about the AmeriTrust dividend-eligible Workers' Comp program and the BOP coverage with a three-year rate lock!

(800) 763-6574 | info@amatoagency.com
www.worldinsurance.com/amatoagency

Decision 2023

Retirement Acknowledgements

NJGCA wishes to say farewell to all those legislators we have worked with who recently retired or are retiring at the end of this Legislative session in January. These retirements collectively represent over 470 years of law-making experience. We wish them all good luck in their future endeavors and thank them for their public service.

Sen. Dick Codey (D-Essex), 1974-2024 (Senate President 2002-2009, Acting Governor 2005)

Sen. Ronald L. Rice (D-Essex), 1986-2023, RIP

Sen. Christopher Connors (R-Ocean), 1989-2024

Sen. Nick Sacco (D-Hudson), 1994-2024

Sen. Nia Gill (D-Essex), 1994-2024

Sen. Sam Thompson (R/D-Middlesex), 1998-2024

Sen. Michael Doherty (R-Warren), 2002-2022

Sen. Fred Madden (D-Gloucester), 2004-2024

Sen. Sandra Cunningham (D-Hudson), 2007-2024

Sen. Steven Oroho (R-Sussex), 2008-2024

Sen. Jean Stanfield (R-Burlington), 2020-2024

Asm. Ralph Caputo (D-Essex), 1968-1972, 2008-2023

Asm. Joe Egan (D-Middlesex), 2002-2024

Asm. Ron Dancer (R-Ocean), 2002-2022, RIP

Asm. Tom Giblin (D-Essex), 2006-2024

Asw. Mila Jasey (D-Essex), 2007-2024

Asw. DiAnne Gove (R-Ocean), 2009-2024

Asm. Dan Benson (D-Mercer), 2011-2024

Asw. Gabriela Mosquera (D-Camden), 2012-2024

Asw. Angelica Jimenez (D-Hudson), 2012-2024

Asw. Annette Chaparro (D-Hudson), 2016-2024

Asm. Kevin Rooney (R-Bergen), 2016-2024

Asm. Hal Wirths (R-Sussex), 2018-2024

Asm. Pedro Mejia (D-Hudson), 2018-2024

Asm. John Catalano (R-Ocean), 2020-2024

Asw. DeAnne DeFuccio (R-Bergen), 2021-2024

Asw. Sadaf Jaffer (D-Somerset), 2022-2024

Asw. Beth Sawyer (R-Gloucester), 2022-2024

Asw. Jackie Yustein (D-Essex), 2023-2024

**VOTE
NOVEMBER
7th!**



Did You Know. . .

Are you fully taking advantage of your membership with NJGCA?

Our staff is trained to help you out of some of the toughest business situations a shop owner faces. Our Director of Member Services & Counsel Nick De Palma has helped NJGCA members out of expensive fines and penalties sanctioned by state agencies such as Department of Labor, Department of Motor Vehicles, Weights & Measures, Department of Environmental Protection, etc.; that threaten to close businesses permanently. Membership at our association could quite literally keep your lights on. Let us help you through the dark and stormy seasons of your business.

**Call today for more information: 732-256-9646
or email Nick at nick@njgca.org**

Security Measures, Part 2: Protect Your Small Business, Guard Against Fraud

Reviewing your internal processes can help protect your bottom line and protect against ongoing theft.

By: Nick De Palma



In the last edition of On The Road, we touched on a number of security concerns that regularly plague small business owners, while offering real world solutions to combat those realities. In that piece, we discussed Un-supervised Risks, implementing Site Security and Solutions, and finally offered up Security Evaluations and Recommendations to members.

If you haven't read that initial piece, we encourage you to take a moment to review Part 1 so as to glean a more complete picture of the security obstacles many small business owners shoulder.

In this issue, we're pleased to continue our security coverage, and kindly ask that you consider the following.

The Problem: Losses, Deceptions, and Fraud

Guarding your physical location is of enormous importance, but it is not the only way to protect your business.

Small business owners are also susceptible to injuries inflicted by 'trusted' individuals. While seemingly overlooked, employees, suppliers, regular customers, and contract service providers may also be a source of harm.

"Having a surveillance system, cameras, and computers to monitor inside/outside your location is only one piece of a larger puzzle. They are fantastic tools that, when paired with other instruments, can help protect your business in an altogether different way", says Dan Goff of Able-Tech, a longtime Member Benefit Partner specializing in security.

It does not take much to think up scenarios which can leave you vulnerable. For example:

- Suppliers and vendors who engage in deceptive practices when making deliveries or invoicing your shop.
- Regular customers who randomly steal from within your convenience store, even as they make legitimate purchases.
- Employees who are quietly stealing from the business (money, supplies, parts, etc.); or alternatively, stealing time by cheating on their time sheets.
- Customer vehicles stolen or damaged in your parking area after repairs are complete.

- Former employees who return to the business, often with alarm passwords or keys, to pilfer after hours.
- Phony "customers" who install card skimmers at your gas pump or in-store terminals to steal patrons' credit card information.

No matter the scenario, these "papercut wounds" can quickly add up to harm your bottom line. And in the case of financial fraud activity, these actors can not only harm your customers but also your reputation in the community – all while you had no idea what was actually transpiring.

"You'll be surprised at how these types of incidents come to light. Quite often I've used my background in accounting and data reporting to spot patterns in profits-and-losses. In doing so, I'll analyze the discrepancies. This, along with video surveillance, often leads to an unimagined culprit. Working with the owner, we'll often package this evidence together and offer it up to local law enforcement to pursue charges", Dan stated.

These situational thefts and deceptions can run the gambit. However, we have learned of some harmful first-hand experiences Association members have endured. For example:

- After he fired an employee, a member noticed that money was continually missing after hours. He later learned that the former employee unknowingly made a copy of the shop keys; then returned late at night to steal money and parts.
- A shop owner noticed his employee was acting strangely during their morning shift. The employee went to lunch and never returned. It was later learned that the employee had stolen from the owner that morning, and left the job fearing their theft was about to be discovered.
- A member stopped technicians from leaving customers keys/electronic key-fobs in vehicle cup-holders as they worked on their cars during the workday. As vehicles were moved around the lot in various states of repair, an enterprising group of thieves watched and waited for repairs to be completed, then walked over and stole the vehicles from the shop parking lot.
- A surveillance system captured video of after-hours fraud, as a random individual attached credit card readers ("skimmers") to a station's gas pumps. The skimmers were placed right on top of the built-in credit card readers, and wirelessly

transferred the data off-site to the thief. We've since learned that the same scheme was attempted at the business owners' ATM machine inside his convenience store.

- Internal shop cameras captured surveillance of a dishonest employee stealing inspection stickers. As MVC directives mandate that all stickers are to be sequentially accounted for, it did not take long for the shop owner to realize that numerous stickers were missing. Video footage later confirmed the suspicion.

- A shop owner was suspicious of a repeat customer using his restrooms regularly. The restrooms were located outside and alongside the building. He later installed appropriate overhead lighting and cameras, only to learn that the patron was using his restrooms to deal in illegal substances.

In every instance above, there was no definitive way to know harm was being inflicted without first experiencing the aftereffects or having suspicions raised.

"When you discover where the injury is coming from, and those responsible are prosecuted, it is already too late. While prosecution is necessary, prevention is more profitable. An important part of reviewing reports and video is establishing where the risk is, and fixing it", stated Dan.

The Solution: Loss Prevention and Fraud Detection

Though security cameras can often help a small business owner find wrongdoing, what happens when the "theft" isn't as obvious and the harm not openly apparent?

"Sometimes you must 'think outside the box' – or even 'think like a thief' – in order to find something is wrong. I've worked with small business owners who knew they were bleeding cash but could not find the actual wound. That's where having some industry-insight and spotting patterns can help determine a cause", stated Dan.

Think that all thefts stem from a routine or familiar narrative? Think again. As Dan explains, here are some strange incidents he's encountered:

- Following a sales tax audit, a repair shop requested a parts supplier to send reports of all purchases for the year – both for CASH and CHARGE. In comparing the reports to the shop's records, there was a big difference in total purchases. The charges matched up, but the cash purchases were off. Subsequent interrogations revealed two technicians were purchasing parts for side work using the owners tax id, AND a parts counterman was putting friends' purchases under the same id to "save" the tax.

- A convenience store owner noticed that 22 apple pies went unaccounted for in a single month. They vanished from the inventory, with no explanation.

By using basic deduction (30 days minus 4 week-ends = 22 working days a month), it became apparent that the morning cashier was the responsible party, every morning during her 10:30am morning break. Reviewing the videos confirmed that each morning the cashier got a cup of coffee and grabbed an apple pie on the way back to the front end. No prosecution, but good for a chuckle and "discussion" with the "culprit."

- A small business owner noticed missing scratch-off lottery tickets. Such thefts are difficult to track, because a book of tickets is sold over a few weeks, then paid for after being sold. This kind of protracted exposure produces a "murky" audit trail. In reviewing the sales and purchases of lottery tickets, as well as employing a unique offset moving average graphing formula, illustrated a drop in activity during a specific week. In extrapolating the surrounding factors, the drop came at the same time as the store manager's honeymoon. Evidence was turned over to county prosecutor and lottery commission, who traced redemption of winning tickets to another store. The video at those facilities showed that the store manager was stealing from the employer and turning in the winning tickets.

- A convenience store inventory audit showed high "shrinkage" of two flavors of a brand of drink beverages. The quantities missing were all divisible by 24. Reviewing store video showed that the vendor was diverting one case on each delivery into a female employee's car.

- A store owner's internal accounting report showed low margins on beer monthly sales. The internal video system incorporated a cash register interface to assist in tracing sales. Using the system to search for "void" and "no sale" entries found that two employees (a mother and daughter) were stealing from the shop. They took payment, and later canceled the sale, pocketing the cash. Prosecution aside, the owner also had extra theft insurance. The video evidence enabled him to receive immediate compensation without waiting for the court process and garnishment to be finalized.

While the above may seem overly strange, and perhaps a bit fantastical, they are actual real-world incidents that ultimately damaged a small business owner. They also underscore that not all thefts and robberies are high-adrenaline encounters. Rather, quite often a quiet and unassuming occurrence could be the source of harm. The small issues also enable owners to change policies and reinforce training of employees.

Prevention and Detection: Evaluations and Recommendations

"When you're engrossed with running your business, it is often tough to see where you are exposed and what actions – and inactions – may increase your risk. Don't let complacency open you up to fraud and risk of harm", said Dan.

What should you do to help guard against fraud and its ensuing losses?

Every business owner should consider the following:

- Do regular inventory counts and paperwork audits. This is essential and should be done consistently. Doing so not only helps to determine “shrinkage” in inventory and sales, but also puts employees and suppliers ‘on notice’ to deter any attempted theft or malfeasances.
- Prevention, and preemption, of theft is ultimately more profitable. The professional installation and proper setup of devices, such as video, alarms, cash registers, ATMs, tank monitors, etc. enables owners more meaningful data to uncover and control problem areas.
- Owners should engage in periodic training to review basic profit and loss reports. Employing a professional with industry experience enables owners to use their electronic devices to their full potential to discover potential shrinkage and theft.
- To keep shop staff honest, look to install an electronic punch-in/punch-out time clock with unique employee codes.
- Are your gas pumps secure and free from tampering? What about any ATMs or vending machines inside your shop?
- Do you have an appropriate bookkeeping system in place to track your expenses, inventory, etc.?
- Speak to other NJGCA MBPs regarding other facets of your business. For example:

- o Do you have an employee handbook (to outline possible outcomes if an employee is found stealing)?
- o Is your business covered by appropriate insurance policies (if a claim has to be submitted); or the proper amount of coverage?
- o Do you have secure credit card processing (to reap the most profitability from a transaction)?
- o Do you need pump upgrades (to make sure you’re compliant with the latest security software)?

“The above is obviously not an exhaustive list. Every location is unique and different. But don’t forget that other measures and services can be paired with any analysis to elevate these protections, Dan concluded.

Do you have a unique security issue? Have you made some of the improvements presented in Parts 1 & 2? Is there an anecdotal story you’d like to share? Whatever your experience, we’d love to hear your own story and feedback. If there is a security situation that you’ve experienced or believe needs to be presented to fellow members, we want to hear from you!

If you have any questions about this article, or would like to comment and offer feedback, please email Nick at nick@njgca.org or Dan Goff of Able-Tech at abletech@verizon.net

Our clients are the smartest people in the gasoline business.

Owning and operating USTs requires skill and attention to detail.

We value being the tank insurance advisor to the NJGCA membership.



DANA INSURANCE & RISK MANAGEMENT

www.dana-ins.com / 800-821-1990 / eric@dana-ins.com

 / *Recommended Provider*





COMPLETE RIDE CONTROL SOLUTION

WE CHECK ALL THE BOXES!

- ✓ Deep Import & Domestic Coverage
- ✓ First to Market Late Model Applications
- ✓ Best Local Parts Partner

VSV SHOCKS[®]
VSV STRUTS[®]

Over 13,000 applications and 475 SKUs available

Pro-STRUT[™]

Strut • Coil Spring • Mount • Boot • Bumper • Isolator
Over 8,600 applications and 900 SKUs available

VSV SHOCKS[®]

Specifically engineered for the demands
of fleet and commercial customers.



We're proud to also offer the following brands for your ride control needs:

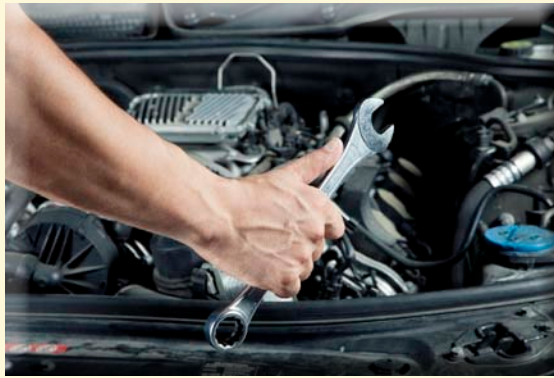


As a member of NJGCA, you receive special monthly "member only" promotions, special pricing, tool & equipment specials, rebates and much more!

Call your local AI store today!

For more info: autopartinternational.com/NJGCA





Working With An Excellent Vendor? Let Us Know!

We are always looking for new additions to our MBP brochure to help you run your business to the best of your ability.

If you work with a vendor that you would recommend to a friend, why not recommend them to your fellow association members!

Email Nick De Palma at Nick@njgca.org to inquire about the program today!

THE ENERGY EXAMINER

FROM TRADITIONAL RESOURCES TO ALTERNATIVE ENERGY INNOVATIONS

By Michelle Horowitz Jackson



Since our debut in 2007, NJGCA *On The Road* has brought you timely updates on changes in the energy and automotive industries. Today, each new issue of *On The Road* will bring you more update and information in our *Energy Examiner*. The *Energy Examiner* will offer readers news from around the energy/transportation industry and how it will affect your small business. If you have any questions or comments on what you review in these quarterly pieces, please feel free to reach out to NJGCA.

*** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER ***

UPDATE: ELECTRICITY & ELECTRIC POWERED VEHICLES

*** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER ***

While the state and country as a whole continue to push ahead with gas bans, EV incentives, and mandates, most EVs continue to sit on dealership lots. The growing discrepancies between EV supply and demand is a sign that even though consumers are showing more interest in EVs, price and charging remain barriers to entry. EV inventory has been piling up on dealership lots this year as companies up their EV production, leading some dealers to say to automakers they don't want any more EV inventory until they can sell what's sitting. As of July, dealers reported having an average of 54 days' worth of gasoline-powered vehicles in inventory as they rebound from pandemic-related supply chain interruptions (a relatively low number). Meanwhile, the nationwide supply of EVs in stock swelled nearly 350% this year, to more than 92,000 units. That's a 92-day supply — roughly three months' worth of EVs, and nearly twice the industry average. A switch to EVs results in a total lifestyle change for some motorists, having to plan their trips around distance and charging availability all while spending an extra \$10,000 on the new vehicle. Dealers are left with the pressure of selling the vehicles, as they are the most knowledgeable on what the market is doing in real-time and act as the first warning lights on the dash for the automotive industry.

New Jersey continues to forge ahead with its plans to ban the sale of gasoline powered cars by 2035. The first step of the proposed rule, which the administration intends to adopt before the end of the year without legislative input, would require electric vehicles (EVs) to comprise 43% of new car sales by 2027. Currently, EVs comprise only 8% of new car sales. Advocates in the business and other communities maintain that many residents will be unable to afford electric vehicles, and there will be repercussions for both electric grid stability and the state's Transportation Trust Fund that pays for highway repairs should the state continue to move forward with this mandate at this time. Additionally, electric vehicles are, on average, more expensive than gas-powered cars, not counting the additional expenses associated with installing home charging units, which can set a motorist back on average between \$1,150-2,750. Also not taken into account are hardships for urban families who park their vehicles on the street at night without plentiful public EV charging stations. Removing the freedom of consumer choice and market competition in a state known for being one of the least affordable in the country will only drive-up costs and price out many working families and younger workers from the car market.

Despite the above noted concerns, automakers do see what's coming down the pike and are adding more EV's to their fleet. Currently there are 22 small or compact electric SUVs on the market and only a few larger vehicles. According to an article in the Wall Street Journal, car companies targeted their first EVs mostly at males who fit the early adopter buyer type. Adding bigger, more family-oriented EVs expands the marketplace to include more women. Some new models soon to be on the market include Kia's EV9 and Volvo's EX90, Cadillac is expected

to unveil its electric Escalade IQ in August, and Hyundai, Ford and Toyota have large electric SUVs in the works as well.



Kia EV9



Volvo EX90



Cadillac Escalade IQ

Finally of note, The United States Postal Service plans to expand their fleet of electric delivery vehicles with over 9,000 EVs from Ford and to install 14,000 charging stations across the country to power them. The USPS announced in December that it would use \$3 billion from the Inflation Reduction Act to increase its use of EVs and had only planned to make 10% of its next-generation vehicles electric. Public backlash led the organization to up the ante to over 40% of its new vehicles — around 34,000 EVs. Ford’s vehicles will be manufactured in Missouri, and they will start delivering the promised EVs in December 2023.

Tesla scandal:

Tesla continues to be the top automaker of EVs, though that doesn’t mean the company is without its scandals. The company quietly created a “Diversion Team to cancel as many range-related appointments as possible, due to service centers becoming inundated with appointments from owners who had expected better performance based on the company’s advertised estimates and the projections displayed by the in-dash range meters of the cars themselves. Years ago it became public knowledge that Tesla had been exaggerating its vehicles’ potential driving distance by rigging their range-estimating software. Managers told the employees that they were saving Tesla about \$1,000 for every canceled appointment, the people said.

Batteries:

Stellantis, the automaker responsible for Fiat, Jeep, Ram, Dodge and Maserati, said it would build a second U.S. EV battery factory in a joint venture with Samsung. The new factory, location undisclosed, is scheduled to open in 2027. Their other battery factory as a result of this partnership will open in 2025 in Kokomo, Indiana. The company is also building a battery plant in Windsor, Ontario, through a joint venture with LG Energy Solution. According to Stellantis CEO Carlos Tavares, the second plant recently announced plant with Samsung will help the company offer at least 25 new battery-electric vehicles in North America by the end of the decade.

Infrastructure/Charging:

A recent study from Convenience Technology Vision Group estimates that roughly 1.75 million electric vehicles will be sold in 2024, which translates to almost 12% of total new vehicle sales. Further, by 2028 that number is expected to grow to 21% of new vehicle sales. Based on the trajectory of EV sales, by 2028, 210,000 public DC chargers will be needed to support the expected number of EV vehicles on the roads, almost 200,000 more than the approximate 22,000 available chargers currently in existence in the United

States. With a tight economy, charging companies running through their cash reserves amid increasing demand, and overall charging satisfaction is at an all-time low, several automakers are taking matters into their own hands. Automakers, frustrated with the impact that unreliable and unavailable charging has had on sales and EV perception, and as a result are creating their own networks. We also previously reported that Ford, GM, and most recently Jaguar, entered into agreements with Tesla in May and June that will allow the legacy automakers' EVs to use Tesla's Superchargers to alleviate the charging infrastructure issue.

*** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER ***

UPDATE: NATURAL GAS

*** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER ***

While there currently is no gas stove ban in New Jersey or any mandate that anyone buy an electric appliance instead of a gas one, a recent move by the state's utility regulators to encourage building "decarbonization," which generally means retrofitting homes and businesses to switch from natural gas to electric heat, has stirred controversy. A new regulation also allows the New Jersey Board of Public Utilities to require utility companies to offer incentives to consumers to adopt more energy-efficient infrastructure in their homes, commercial and industrial properties. Critics say the program will eventually lead to overreaching mandates and costly bans of affordable natural gas stoves and appliances, with some predicting making the change from gas to electric could cost a family thousands. Currently, the 2022 Inflation Reduction Act provides rebates of up to \$8,000 and 100% of the cost of the heat pumps for lower-income households. Higher-income households may be able to tap into a 30% tax credit for purchase and installation of certain energy-efficient equipment. A 2020 national poll on climate change found that while consumers don't care much about what kind of fuel heats their home and water, but they do care about their stoves.



Republicans nationally have made similar claims that President Joe Biden is taking away gas stoves. Senate Minority Leader, Anthony Bucco, said Murphy's electrification plans show he's willing to move forward "no matter how unpopular they are, regardless of the cost, and without legislative oversight," and his office said the plans "will lead to bans" of stoves and other gas appliances. Further, some legislators predict that after the election in November, the governor will establish new regulations that restrict consumer choice about natural gas.

*** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER ***

UPDATE: HYDROGEN/HYDROGEN FUEL CELLS

*** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER ***

While battery operated vehicles have clearly won the popularity contest so far as far as what's accessible and number of vehicles on the road, many businesses are not giving up on hydrogen fuel cells. The fact of the matter is, there are still plenty of doubts that battery EVs can serve as the only universal solution for decarbonizing road transport. Many are in agreement that other technologies can be used for different purposes. Fuel cell EVs, which are more energy-dense, are suited well for the long-distance trucking industry, buses and the occasional light-vehicle application.

*** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER ***

UPDATE: FOSSIL FUELS

*** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER *** ENERGY EXAMINER ***

A recent study conducted by the Anderson Economic Group (AEG) in the first half of 2023 found that in most circumstances, gasoline powered vehicles are cheaper to fuel than electric. In looking at several categories of vehicles such as entry priced cars/crossovers, mid-price cars/crossovers, luxury-priced cars/crossovers, and pickup trucks, the study found that in all the categories except for luxury, gasoline vehicles were less expensive to fuel. With electricity prices trending up and gas prices going down, most traditional gas-powered vehicles cost less to drive than EVs. The exception being in luxury vehicles, where motorists may be able to save fueling with electricity rather than more expensive plus or premium fuel.

Together We Can Do Great Health.

Health plans designed to give members more options with better service at lower cost.



Association Member Trust™
More Options. More Health.



How AMT Works for You

When member businesses join AMT, they get superior value and service from a self-funded, not-for-profit trust that serves the needs of thousands of participating employer members.

AMT's plans are designed to give small businesses more options with better service at lower cost. Healthcare consumers should expect and get more, so we put our profits into improving our plans, and, when possible, we pay dividends.

Request an Online Quote

Visit www.amt-nj.com and click on "Request a Quote." Our easy form will automatically generate several options. Our representatives can advise you on selecting the right plan for your needs.

Why Become an AMT Member?

Member businesses benefit from:

- The largest selection of competitively-priced, self-funded health coverage plan options
- Access to the provider networks of Horizon Blue Cross Blue Shield of New Jersey and Delta Dental
- Dedicated service people who help you with plan selection, service and claims



P & J FUEL

FUEL TO TAKE YOU FURTHER[®]

Wholesale Distributor of Branded & Un-Branded Gasoline & Diesel

BRANDS OFFERED BY P&J FUEL:



Why Choose Us?



COMPETITIVE PRICING

The highest quality gasoline and the most competitive pricing in the industry



HIGH-QUALITY OPERATIONS

Complete satisfaction to both our customers and partners



EXPERIENCE YOU CAN TRUST

Provide fuel savings while preserving quality



RESPOND TO CUSTOMER NEEDS

Response to customer's needs in an efficient and timely manner is our guarantee

RACK MINUS SUPPLY CONTRACTS WITH EXXONMOBIL, SHELL, GULF, CITGO, SUNOCO, AND BP!

LOWEST UNBRANDED PRICING IN THE TRI-STATE!

P & J FUEL, INC.

SERVING NJ | NY | PA | DE | TX
210 Westfield Ave | Clark NJ, 07066

Jasbir Singh Chandi
(President/Founder)

Office: (732) 382 5100
Cell: (908) 720 3032
Email: info@pandjfuel.com
Web: www.pjfuel.com

\$ave TODAY with NJGCA Member Benefit Partners!

THE NJGCA MEMBER BENEFIT PARTNER PROGRAM

NJGCA has been working hard to bring you and your business value through our Member Benefit Partners (MBPs). Hopefully, you are already taking advantage of many money-saving plans offered by our Member Benefit Partners. Members should already received our 2023 Member Benefit Partner Brochure. If you have not received it, please contact Michelle Horowitz Jackson at michelle@njgca.org. New MBPs to our program are listed in blue and marked with asterisks below. We are excited about the great opportunities that you have to save money with these partners!

Here is a list of our current MBPs:

ABLE-TECH - Computers, Financial Management, Video Security Systems

***ADVANCED SOLAR & ENERGY SOLUTIONS** - Solar

AFFINITY FEDERAL CREDIT UNION - Business Banking Services, Financing, Mortgages

AMATO INSURANCE AGENCY/WORLD INSURANCE - Business, Garage Liability, Home, Health and Auto Insurance

AMERITRUST - Workers Compensation Insurance (formerly Meadowbrook Insurance Group)

ASSOCIATION MEMBER TRUST (AMT) - Health Coverage

***ATLANTIC PAYMENTS GROUP** - ATM Sales & Services

ATS ENVIRONMENTAL SERVICES - Tank & Vapor Testing, NJDEP Compliance

AUTOPART INTERNATIONAL - Premium Parts Supplier

BELLOMO FUELS - Gasoline and Diesel Supplier

BOULDER PETROLEUM - Compliance UST, Vapor Recovery Testing, Pump Calibration

BRENNAN LAW - Environmental, Petroleum and Real Estate Law Specialists

***BUTLER SIGN COMPANY** - General Signage Needs

CBIZ INSURANCE - Business, Garage Liability, Home and Auto Insurance

C-3 TECHNOLOGIES - Tank and Vapor Testing, NJDEP Compliance

CHIESA SHAHINIAN & GIANTOMASI PC - Legal Services

CONSUMERS OIL CORP. - Gasoline and Diesel Supplier

CROMPCO/OWL SERVICES - Tank & Vapor Testing, NJDEP Compliance

DANA TANK INSURANCE SPECIALISTS - Underground Storage Tank Insurance

ENERGY MARKETING PARTNERS, INC. - Gasoline and Diesel Supplier

ENVIRONMENTAL ALLIANCE, INC. - Environmental Remediation & LSRP Services

FREEWIRE - Electric Vehicle Charging

GILL ENERGY - Gasoline and Diesel Supplier

***GRATUS** - Gasoline and Diesel Supplier

HOUGH PETROLEUM - Gasoline, Diesel, Motor Oil & Lubricants Supplier

HOROWITZ LAW GROUP - Legal Services

***JERSEY WHOLESAL TIRE CORP.** - Tire Suppliers and Distributors

***LENDINGCAPITAL.NET** - Loans, Mortgages, Financing

LIBERTY / EWING OIL - Gasoline and Diesel Suppliers

LISKO ENVIRONMENTAL - Environmental Remediation & LSRP Services

MERCHANT PRO EXPRESS - Credit Card Processing & Consulting

NATIONAL CONVENIENCE DISTRIBUTORS - Convenience Store Distributor

OIL DRI - Spill Containment and Shop Supplies

***P&J FUEL** - Gasoline and Diesel Suppliers

P.F.I. INC. / NORTHWEST PETROLEUM - Gasoline and Diesel Supplier

***PRICE EASY** - Data and Analytics Software

PRIME LUBE, INC. - Motor Oil and Lubricant Suppliers

***PHOENIX RUBBER** - Waste Tire Removal

QUICK & FRESH - Convenience Store Distributor

SALOMONE BROTHERS, INC - Tank and Pump Replacement, Compliance Testing

SERVICE STATION VENDING EQUIPMENT - Service Station Vending, Air & Vacuum Systems

SPARK CONTRACTORS - Tank and Pump Replacement

T&R OIL CO. - Gasoline and Diesel Suppliers

TMP ENERGY SOLUTIONS - Discounted Electricity and Natural Gas





Bellomo Fuel

— *Specialized in Personal Service to Service Stations* —



We Offer:

- ✓ Market driven supply and service agreements to maximize volume and margin
- ✓ Unique, local marketing packages to promote your station and increase visibility
- ✓ Realty and business brokerage specializing in service stations
- ✓ Equipment upgrades

908-486-3900

www.bellomofuel.com



PRESORTED
STANDARD
U.S. POSTAGE
PAID
TOMS RIVER, NJ
PERMIT No. 53

New Jersey Gasoline • C-Store • Automotive Association
615 Hope Road
Building 2, 1st Floor
Eatontown, NJ 07724
P: 732-256-9646
E: info@njgca.org
www.njgca.org

Serving the Small Businesses That Serve The Motorist



35 Years of Dedicated Services

Are YOU Tired of Broken Machines, Angry Customers or Missing/Late Commissions...

It's time you called SSVE!
Service Station Vending Equipment, INC
Is the Largest Independently Owned
Coin Operated Air & Vacuum Company
in the NATION!

**We Buy IT
We Install IT
We Maintain IT
You Share the Revenue**

**NO Cost
NO Maintenance**

Added Benefits to You

- ★ Simple Commission Program
- ★ Payment Made at time of Collection
- ★ No waiting for a Check
- ★ 24 Hour Service
- ★ Externally Visible Coin Counters

You know How much \$\$ is in the machine at all times.

SSVE
Service Station Vending Equipment

You need to call us at:
1-800-AIR-USA1 / 1-800-247-8721
Web: www.airusa1.com