

**Limousine Associations of New Jersey
Board of Directors Conference Call
Wednesday December 17, 2014 * 10 AM – 11:00 AM
Minutes**

The meeting was called to order at 10:05 AM.

Attendees were: President **James Moseley**, Vice President **Jeff Shanker**; Secretary **Jason Sharenow**, Treasurer **Barbara Chirico**, Immediate Past President **Tim Rose**; Directors **Anthony Azara**, **Jon Epstein**, **Kay Hoskins**, **Philip Jagiela**, **Don Kensey**, **John Maziarz**, **Paul Rosenberg**, **Bob Schiavo**, **David Seelinger**, **Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent were PAC Chair **Pete Corelli**; Directors **Karen Gajda**, **Michael Renehan**, **Jim Salinger** and **Eddie Somers**.

11/19/14 Board Meeting Minutes

A motion to approve the 11/19/14 board meeting minutes as presented was made by Shanker, seconded by Hoskins and unanimously approved.

Financial Report

Chirico advised the LANJ bank balance was \$24,185 with no payables outstanding.

Executive Director's Report

- **Membership Status**

As of 12/16/14, LANJ has 112 members including:

- 72 paid through 12/31/14 or after; and
- 40 paying monthly by credit card

- **2015 Renewals**

As of 12/16/14, 38.5% of the 52 whose membership expired on 12/31/14 had been renewed for 2015.

Two renewal notices have been sent to this group to date. Notices will continue as needed at least through 1st quarter 2015.

- **2015 NLA/LCT Scholarship Program**

The 2015 NLA/LCT Scholarship Program has been announced by the National Limousine Association and also promoted to LANJ members in 12/9/14 **LANJ E-News**. To date, no LANJ member has expressed interest in a scholarship application.

Should any board member(s) want to nominate a scholarship contender, the scholarship eligibility requirements are as follows: applicant must be an operator who has at least one vehicle, been in business for no more than five years, has required local/state/federal licensing and proper insurance, works chauffeured transportation service as his/her primary business and has never attended the International LCT Show in any capacity.

Promotion of the opportunity will be extended to LANJ members at least twice more before the program's 1/12/15 closing deadline.

- **Status Report: 1Q and 2Q 2015 Marketing Plan**

The 1Q and 2Q 2015 marketing plan status report was provided for the board's review.

Seelinger suggested a method to improve member recruitment and retention, specifically for board members to share their preferred vendor names and current discounts awarded their companies by the vendors...and then for LANJ to leverage these arrangements to secure similar special opportunity/savings programs for all LANJ members. Nelson said the recommended vendors also should be recruited to become LANJ members.

President's Report

- **January 2015 General Meeting**

Moseley advised the 1/21/15 board and general meetings will be held at the NJHA Conference and Event Center in Princeton. Battisti Customs has committed to sponsoring the event.

Discussion prompted agreement that, in lieu of having a guest speaker, the general meeting program should focus on what LANJ has done/is doing for chauffeured transportation operators and suppliers in New Jersey. Moseley also said that the board nomination and election process will take a good portion of the general meeting agenda.

Membership Committee Report

Moseley then transitioned into the outcomes of the 12/3/14 Membership Committee conference call, specifically:

- **Using "Limousine Association of New Jersey" as the DBA for LANJ**

A motion to make "Limousine Association of New Jersey" the DBA for LANJ was made by Shanker, seconded by Chirico and unanimously approved.

- **Potentially Reducing Size of LANJ Board of Directors**

Moseley reviewed the Membership Committee's recommendations, all of which conform to current NLA Bylaws, namely:

- There are to be three member categories: operator, vendor and honorary.

Honorary will be those who represent a liaison transportation association, e.g. NLA, PRLA, New Jersey Taxicab Association.

- Operators and vendors are voting board members; honorary members are non-voting.
- Board members are subject to mandatory meeting attendance/call participation and two unexcused absences can result in removal from the board.

The difference between an "excused absence" and an "unexcused absence" was noted. Generally speaking, not "showing up" without advance notice is unexcused.

Absence will be noted as "excused" or "unexcused" effective with the 1/21/15 board meeting.

- The next four months should be considered a time of board organizational transition. Each current member should consider whether he/she wants to/can continue in his/her position.

- **Changing Practice of the LANJ President and Vice President Being from Opposite Regions of the State**

A motion to eliminate the practice of requiring the LANJ president and vice president be from opposite regions of the state was made by Kensey, seconded by Hoskins and unanimously approved.

- **Requiring Certificate of Insurance (or Legal Authority to Operate Confirmation) for LANJ Operator Membership**

A motion to require LANJ operator members to provide confirmation of their legal authority to operate was made by Hoskins, seconded by Shanker and unanimously approved.

- **Protocol for Nomination and Election of Board Members and 2015 Officers**

Moseley said the election of board members and 2015 officers would take place at the board and general meetings on 1/21/15.

The nominees from the current board for the succeeding board will be ratified at the board meeting. A vote for 2015 officers also will take place at that time.

This information will be brought forward to the general meeting when additional nominations for board members (if any) will be taken. Ballots will be prepared on the spot and voting for the entire board then will take place.

Corelli (by Moseley), Hoskins and Moseley volunteered to serve as the 2015 Nominating Committee to ensure the process is handled as smoothly as possible.

Legislative Committee Report

Shanker described the 12/11/14 New Jersey Assembly Transportation and Independent Authorities Committee hearing regarding potential transportation network company (TNC) legislation.

Committee action merged seven bills, including a watered-down version of LANJ's proposed Assembly Bill 3401, into one substitution, which calls for TNCs to insure drivers and their cars for the full times that they are on the clock and makes the TNCs responsible for background checks of the drivers and safety inspections of their private vehicles. While this "combined" bill did move out of the Assembly committee, it remains to be seen if it will make it to the Assembly floor and/or if a comparable bill will progress to the New Jersey Senate.

Board member discussion concluded personal meetings with legislators now are needed more than ever to promote LANJ's position on this matter. Additionally, LANJ members must be encouraged to email their lawmakers regarding the public safety issue at hand.

A motion to adjourn the conference call was made by Seelinger, seconded by Chirico and unanimously approved.

The meeting was adjourned at 11:48 AM.

Submitted by:

A handwritten signature in black ink, appearing to read 'Jason', is placed over a light gray rectangular background.

Jason Sharneow
Secretary

A handwritten signature in black ink, reading 'Patricia Nelson', is written in a cursive style.

Patricia Nelson
Executive Director