

**Limousine Association of New Jersey
Board of Directors Meeting
NJHA Conference and Event Center, Princeton
Wednesday January 21, 2015 * 10 AM – 11:30 AM
Minutes**

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

Attendees were: President **James Moseley**, Vice President **Jeff Shanker**, Secretary **Jason Sharenow**, Immediate Past President **Tim Rose**; Directors **Anthony Azara**, **Jon Epstein**, **Karen Gajda**, **Kay Hoskins**, **Don Kensey**, **John Maziarz**, **Michael Renehan**, **Paul Rosenberg**, **Bob Schiavo**, **Eddie Somers** and **Barry Trabb**; executive director **Patricia Nelson**.

Absent (excused) were Treasurer **Barbara Chirico**, PAC Chair **Pete Corelli**; Directors **Philip Jagiela**, **Steve Rhoads**, **David Seelinger** and **Chris Weiss**.

Adam Kaufman and **Tom Wilson** of LANJ's new government relations firm, the Kaufman Zita Group, also attended a portion of the meeting.

12/17/14 Board Call Minutes

A motion to approve the 12/17/14 board conference call minutes as presented was made by Trabb, seconded by Epstein and unanimously approved.

1/7/15 Special Board Call Minutes

A motion to approve the 1/7/15 special board conference call minutes as presented was made by Shanker, seconded by Epstein and unanimously approved.

Financial Report

Moseley reviewed the 2004-2014 financial statement that Chirico had provided in her absence. He called attention to the 12/31/14 bank balance of \$45,249 as compared to the 12/31/13 balance of \$12,047.

President's Report

- **1/21/15 General Meeting**

Moseley briefly reviewed the agenda for the afternoon general meeting.

- **2014: A Year in Review**

Moseley named the accomplishments of his one-year tenure, namely:

- Achieving membership of 112 operators and suppliers, a 24.4% increase at 12/31/14 from 90 members as of 7/16/14
- Taking on the TNC fight full force in Trenton
- Installing The LANJ Line, especially for operator members' benefit
- Establishing the 2015 Sponsor Entitlement Program, especially for vendor members' benefit
- Updating LANJ.org and continually keeping it current
- Publishing **LANJ E-News** twice monthly
- Establishing a new Membership Committee
- Changing the DBA to "Limousine Association of New Jersey"
- Launching an operator "legal authority to operate" verification program
- Representing LANJ at the annual NLA Association Summit
- Hiring a new government relations firm for representation
- Hiring a seasoned association executive director

Executive Director's Report

- **Membership Status**

As of 1/16/15, LANJ has 112 members including:

- 46 paid through 12/31/15 (renewed for 2015);
- 9 paid after 12/31/14 but before 12/31/15;
- 16 paid through 12/31/14 only (still to be renewed for 2015); and
- 41 paying monthly by credit card

- **2015 Renewals**

As of 1/16/15, 65.4% of the 52 to be renewed have paid for 2015 membership.

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

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

- **Updated LANJ Logo**

The LANJ logo has been updated to reflect the new DBA (Doing Business As) "Limousine Association of New Jersey." It soon will be exchanged with the previous logo on LANJ.org. The 1/27/15 issue of **LANJ E-News** will invite members to request an electronic copy for display on their own websites and marketing material.

- **Execution of Operator “Legal Authority to Operate” Verification Program**

Nelson requested clarity on what “legal authority to operate” information the Board of Directors wants collected from new and current operator members (per the approved board motion for the same on 12/17/14).

Discussion concluded that a copy of the company’s municipality license/ letter indicating official operating authority would serve the purpose most easily. Verification of the company’s U.S. Department of Transportation (USDOT) number (if any) is to be provided in addition.

2015 Board Nominations Ratification; 2015 Officers Election

Moseley referenced the self-nominated slate of candidates for the 2015 LANJ Board of Directors (copy attached) and called for a motion to ratify the entire slate so all could be presented for election at the afternoon’s general meeting.

A motion to ratify the entire slate of candidates for the 2015 LANJ Board of Directors as presented was made by Shanker, seconded by Epstein and unanimously approved.

Moseley then advised that the board would proceed with the 2015 officer election under the assumption that all on the ratified slate of candidates would, in fact, be elected by the membership.

To begin, Moseley asked if there was a nomination for the office of president.

Shanker was so nominated. There were no other nominations.

A motion to accept the nomination of Jeff Shanker for 2015 LANJ president was made by Sharenow, seconded by Epstein and unanimously approved.

Second, Moseley asked if there was a nomination for the office of first vice president.

Sharenow was so nominated. There were no other nominations.

A motion to accept the nomination of Jason Sharenow for 2015 LANJ first vice president was made by Shanker, seconded by Epstein and unanimously approved.

Third, Moseley asked if there was a nomination for the office of second vice president.

Seelinger was so nominated. There were no other nominations.

A motion to accept the nomination of David Seelinger for 2015 LANJ second vice president was made by Moseley, seconded by Sharenow and unanimously approved.

Fourth, Moseley asked if there was a nomination for the office of secretary.

Gajda was so nominated. There were no other nominations.

A motion to accept the nomination of Karen Gajda for 2015 LANJ secretary was made by Sharenow, seconded by Hoskins and unanimously approved.

Lastly, Moseley asked if there was a nomination for the office of treasurer.

Epstein was so nominated. There were no other nominations.

A motion to accept the nomination of Jon Epstein for 2015 LANJ treasurer was made by Sharenow, seconded by Shanker and unanimously approved.

Membership Committee Report

Epstein announced the Membership Committee held its second meeting by conference call on January 15 and he and Trabb had been chosen as co-chairs. He said the committee would be expanded as each founding member sought another LANJ member to join the group. Epstein also advised that, by bartering 2015 LANJ Bronze Sponsorship, he had secured DriveProfit, LLC to design and create blast emails for LANJ new member recruitment.

Legislative Committee Report

Shanker first advised that LANJ has retained the Kaufman Zita Group (KZG) of West Trenton for lobbying and government affairs representation effective immediately. KZG replaces Management & Government Resources headed by Barry Lefkowitz.

He then said Assembly Committee Substitute (ACS) 3765 (for seven bills including LANJ-endorsed A3401), which is intended to establish insurance and safety requirements for companies that use digital or software applications to match passengers with drivers, was adopted by the New Jersey Assembly Transportation and Independent Authorities Committee.

That said, Shanker indicated that it was not likely that ACS 3765 would be brought rapidly to the Assembly floor. Hence, he advised that, while LANJ must keep its attention on the Assembly, it also must give focus to TNC-related activity in the Senate.

He explained that LANJ members' help to approach legislators on this would be critical. He said that the LANJ PAC, which currently has an approximate \$1,000 balance, would need significant boosting, likely to as much as \$75,000 during 2015.

Shanker also said that, at the time of his recent testimony on Moving Ahead for Progress in the 21st Century Act (MAP-21), he was able to speak about LANJ's concerns for TNC illegalities with Loretta Bitner, Chief, Commercial Enforcement Division at the Federal Motor Carrier Safety Administration (FMCSA), U.S. Department of Transportation. She advised that while the FMCSA has not decided how to proceed regarding TNCs, TNCs and the relevant issues as noted by LANJ are on the FMCSA radar.

Introduction: Kaufman Zita Group

Shanker introduced Adam Kaufman, principal of the Kaufman Zita Group, who then provided background on his own experience as well as that of his colleagues. He noted that he and Beth Dohm will be the point persons for LANJ.

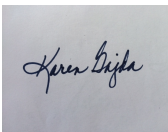
Kaufman emphasized his firm utilizes the team approach for clients and capitalizes on the many relationships held by its ten professionals.

Discussion noted that LANJ has offers of collaboration on TNC matters from the New Jersey Taxicab Association and the Taxi, Limousine & Paratransit Association.

A motion to adjourn the meeting was made by Kensey, seconded by Gajda and unanimously approved.

The meeting was adjourned at 11:30 AM.

Submitted by:



Karen Gajda
Secretary



Patricia Nelson
Executive Director