

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday June 17, 2015 * 10 AM – 11:00 AM
Minutes**

The meeting was called to order at 10:02 AM.

Attendees were: President **Jeff Shanker**, First Vice President **Jason Sharenow**, Second Vice President **David Seelinger**, Secretary **Karen Gajda**, Treasurer **Jon Epstein**, PAC Chair **Pete Corelli**, Immediate Past President **James Moseley**; Directors **Anthony Azara**, **Jeff Brodsky**, **Barbara Chirico**, **Kay Hoskins**, **Don Kensey**, **Michael Renahan**, **Steve Rhoads**, **Christian Stochholm** and **Chris Weiss**; guest **Michael Marroccoli**; executive director **Patricia Nelson**.

Absent (excused) were Directors **John Maziarz** and **Barry Trabb** and (unexcused) Directors **Tim Rose**, **Bob Schiavo** and **Eddie Somers**.

5/13/15 Board Meeting Minutes

A motion to approve the 5/13/15 board meeting minutes as presented was made by Corelli, seconded by Hoskins and unanimously approved.

Financial Report

Epstein advised the LANJ bank balance was \$43,637.

Corelli said the LANJ PAC balance was \$4,522.

President's Report

- **New DBA (Doing Business As)**
Shanker said the new DBA is being registered with the State of New Jersey.
- **Newark Meeting for Board Members**
Shanker briefly reviewed the discussion held by board members and other LANJ members on June 15 at the offices of McCarter & English in Newark. He indicated the consensus of those present is to continue pursuing correcting transportation network company (TNC) illegalities through new legislation.

Gajda commented that the City of Newark recently advised her that the municipality no longer would issue limo licenses after 2016. Shanker said LANJ would have to address this with Newark officials as operators cannot renew their vehicle license plates without municipality authority.

Shanker asked board members to consider what deregulation for the industry in New Jersey might “look like” and said he would call a special meeting on this topic for the group’s discussion in the near future.

Executive Director’s Report

- **Membership Status**

As of 6/12/15 LANJ had 121 members including:

- 67 paid through 12/31/15 or after;
- 8 paid after 12/31/14 but before 12/31/15; and
- 46 paying monthly by credit card.

Of note, this is a 34.4% increase over the association’s 90 members of one year ago.

- **2015 Renewals**

As of 6/12/15, 45 or 86.5% of the 52 whose membership expired on 12/31/14 had been renewed for 2015.

- **2015 NLA Day on the Hill and Association Summit**

Nelson reported that she and Michael Renahan and Robert and Dora Bellagamba of Concorde Worldwide attended the 2015 NLA Day on the Hill and Association Summit on June 10-11 In Washington D.C.

The LANJ team visited four Congressional offices (Senator Cory Booker [D], Senator Robert Menendez [D], Representative Christopher Smith [R-4th] and Representative Bill Pascrell (D-9th) and conveyed two “asks’ at the meetings:

1. That Members of Congress support small business and extend the Section 179 small business expensing provision that has expired; and
2. That Members of Congress contact the U.S. Department of Labor and the Internal Revenue Service to examine TNCs’ classification of drivers as independent contractors.

Nelson also advised that the Association Summit agenda included feedback on Hill Day results (importantly an initial identification of the Congressional leaders who appear willing to lead the charge on the independent contractor issue with the Department of Labor) and a presentation by the NLA’s new public relations firm Evins Communications on the **Ride Responsibly** program (which included a promise to supply a “tool kit” for state association and individual operator dissemination of **Ride Responsibly** information).

Membership Committee Report

- **New Operator Member Recruitment**

Epstein said the committee has encountered a roadblock to its plan for operator recruitment by direct mail with e-blast and telemarketing follow-up. Specifically, the current LANJ prospect list does not have full contact information, i.e. owner name, company name, mailing address, telephone, email address, for each company.

Discussion elicited Weiss to volunteer resources for compiling a complete list following the Chauffeur Driven Executive Retreat scheduled for June 22-24 in Nashville.

- **New Supplier Member Recruitment**

Epstein indicated board members' response to the committee's request for vendor member candidates had proved disappointing. He pledged that the recruitment effort would continue in any case.

STOP Program (Safety Training Operators Program)

Marroccoli described the STOP (Safety Training Operators Program) recommending that LANJ endorse its offerings to the association's operator members.

In brief, STOP is a module-based program delivered via the Internet that provides training and retraining on safe practices for professional drivers.

While regular pricing for STOP is \$10.99/one-time set-up fee and \$1.00/month per driver, Marroccoli indicated that a substantial discount can be negotiated for LANJ members if the program is approved by the association.

Epstein recommended board member review and testing of the program and Marroccoli indicated he would be sure such opportunity is provided.

A motion to approve offering the STOP Program to LANJ members, assuming board members' testing of the program proves positive, was made by Epstein, seconded by Corelli and unanimously approved.

Social Media Committee Report

Because Seelinger had to leave the call, Shanker advised that the domain transfer of LANJ.org had been made to LANJ from Empire CLS and confirmed that DriveProfit now hosts the website.

Shanker said the redesigned LANJ.org would go live within the next ten days.

He also said 1) Social Media Committee members Jennifer Wong and Sam Emam would continue to embellish LANJ's Facebook and LinkedIn pages, 2) a new e-blast template for monthly prospect communications would be designed within the next 60 days and 3) a new member interview/spotlight program, spearheaded by committee member Brian O'Neill, was in the works with its debut planned for the July 14 issue of **LANJ E-News**..

Legislative Committee Report

Shanker said most legislative activity is "on hold" until Fall 2015.

Old Business

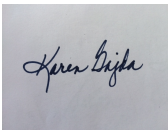
Corelli asked for an update on activity by LANJ's recently engaged public relations firm The Marcus Group.

Shanker advised a number of op-eds and radio spots had been produced by them and/or at their instigation and he would forward the list to all board members.

A motion to adjourn the meeting was made by Moseley, seconded by Stockholm and unanimously approved.

The meeting was adjourned at 11:12 AM.

Submitted by:



Karen Gajda
Secretary



Patricia Nelson
Executive Director