

**Limousine Association of New Jersey  
Board of Directors Meeting  
NJHA Conference and Event Center, Princeton  
Wednesday January 20, 2016 \* 10 AM – 11:30 AM  
Minutes**

The meeting was called to order at 10:08 AM.

Attendees were: President **Jeff Shanker**, First Vice President **Jason Sharenow**, Treasurer **Jon Epstein**, PAC Chair **Pete Corelli**, Immediate Past President **Jim Moseley**; Directors **Anthony Azara**, **Jeff Brodsky**, **John Maziarz**, **Michael Ranehan**, **Steve Rhoads**, **Christian Stochholm**, **Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Second Vice President **David Seelinger**; Directors **Barbara Chirico**, **Karen Gajda**, **Kay Hoskins**, **Tim Rose**, **Bob Schiavo** and **Eddie Somers**.

**12/16/15 Board Call Minutes**

**A motion to approve the 12/16/15 board conference call minutes as presented was made by Epstein, seconded by Moseley and unanimously approved.**

**Financial Report**

Epstein advised the LANJ bank balance was \$64,808 with two outstanding payables (to be paid on 1/22/16): January 2016 retainer for Kaufman Zita Group and January 2016 compensation and expenses for Nelson.

Corelli said the PAC bank balance was \$3,500.

**President's Report**

- **New Jersey Department of Environmental Protection**  
Shanker said he expected to have a representative from the New Jersey Department of Environmental Protection speak at the LANJ March 16 general meeting.
- **Antitrust Statement**  
Saying that many association boards routinely do so, Shanker recommended that the LANJ Board of Directors adopt the practice of reading an antitrust cautionary statement at the beginning of each board meeting/call. He said he would provide a draft statement for review and approval on the February 17 board conference call.

- **January 20 General Meeting**  
Shanker briefly reviewed the agenda for the afternoon general meeting and, once again, asked board members to avoid sitting with each other but, rather, each “host” a table for meeting attendees.
- **2016 LCT Association of the Year**  
Shanker advised that LANJ had submitted an application for the 2016 LCT Association of the Year Award. The award will be presented on March 1 at the 2016 LCT International Show in Las Vegas.
- **Bus Regulation Update**  
Shanker reported that there are numerous new rules for bus operations, notably increased frequency for driver drug testing.
- **Board and Committee Member Changes**  
Shanker said: 1) David Seelinger had indicated that he wished to remain on the LANJ board but would not seek the position of second vice president for 2016; 2) Don Kensey had resigned his board position effective 12/31/15; and 3) Social Media Committee co-chair Jennifer Wong has left the LANJ member company DriveProfit, hence foregoing her position on the committee effective 1/17/16.
- **LANJ Education Committee**  
Shanker confirmed that Sharenow would launch this new committee and assume its chairmanship. Azara and Corelli agreed to work on the committee.
- **9/28/16 LANJ Vendor Appreciation Day**  
Shanker requested board member donations to produce the LANJ Vendor Appreciation Day/general meeting on September 28, saying that Corelli and Epstein already had pledged \$500/each.
- **New Jersey Capitol Report**  
Shanker advised that Steve Adubato of the television show **New Jersey Capitol Report** had solicited a donation from LANJ in support of the program.

**A motion to donate \$500 to the New Jersey Capitol Report was made by Moseley, seconded by Epstein and unanimously approved.**

- **Employment Attorney Proposal**  
Shanker said he had been approached by an employment attorney, offering to research and provide a report on TNC drivers as independent contractors. The attorney suggested such documentation would be authoritative for LANJ’s lobbying efforts. The estimated cost for her work is \$1,300.

Corelli cautioned doing this would be premature until LANJ determines the direction its lobbying efforts should take for the coming year.

Nelson said the National Limousine Association already may have prepared such a report since this topic was the thrust of the NLA's 2015 Hill Day lobbying in Washington D.C. Shanker promised to investigate this potential.

### **Executive Director's Report**

- **Membership Status**

As of 1/18/16, LANJ has 142 members including:

- 46 paid through 12/31/16 (renewed for 2016);
- 19 paid through 12/31/15 only (still to be renewed for 2016);
- 21 paid post-1/1/16 but pre-12/31/16; and
- 56 paying monthly by credit card.

- **2015 Renewals**

As of 1/18/16, 63.5% of the 52 to be renewed (companies that pay on an annual basis) have paid for 2016 membership.

- **2016 LANJ Meeting/Conference Call Calendar**

Nelson called the directors' attention to the final 2016 LANJ meeting/conference call calendar included in the meeting materials.

### **Membership Committee Report**

- **Final Tally: Direct Mail, Email and Telemarketing Promotion for Prospective New Operators**

Epstein announced 17 new memberships had been processed as a result of the Fall 2015 recruitment campaign. This compares to 14 memberships garnered in 2014 from a similar promotion offer.

- **Status Report: Vendor Member Discount/Special Offer Program**

Epstein confirmed that the Vendor Member Discount/Special Offer Program now includes 14 opportunities for LANJ operator members. Additional commitments continue to be sought.

- **Status Report: LANJ Member Survey**

Epstein said the LANJ Member Survey had been emailed to all members on 1/11/16 and again on 1/13/16, netting 17 responses to date.

Discussion prompted agreement that survey copies would be distributed at the afternoon general meeting to obtain additional member input.

- **Proposed LANJ Non-Member Survey**

Epstein advised a survey for non-member operators also had been produced and would be distributed to the LANJ operator prospect list as soon as possible.

- **Initial Preparation: 9/28/16 General Meeting/Vendor Appreciation Day**

Epstein indicated the following decisions had been made to date in preparation for the 9/28/16 Vendor Appreciation Day:

- Each vendor member will have a table for meeting operator attendees and displaying marketing material.
- All vendors will be introduced/announced from the podium though none will make his/her own presentation.
- A program "booklet" briefly describing each vendor company's products/services (and LANJ discount offer, if any) will be compiled and distributed. The companies will be listed alphabetically by sponsorship category, e.g. Platinum Sponsors will be first.
- Vendors will be asked to provide the company and product/service description they want included in the booklet.
- The majority of meeting time will be provided for operator attendees to circulate the room and meet the vendors of interest.

Discussion prompted agreement to feature a multi-discipline panel of industry experts who can respond to operators' questions at the meeting. Determining just how this can be done most effectively was deferred to the Membership Committee.

## **Social Media Committee Report**

- **Update: Member Interview/Spotlight Program**

In Seelinger's absence, Nelson said the first member interview/spotlight (with Jeff Shanker) had been posted on the LANJ Facebook page. Committee member Brian O'Neill has promised to secure additional interviews so this may be a regular featured posting on Facebook.

- **Promotion: LANJ Discount/Special Offer Program**

It is the committee's intention to promote the LANJ Discount/Special Offer Program frequently on Facebook.

- **2016 LANJ Social Media Committee Goals**

Nelson advised that, above all, the LANJ Social Media Committee would demonstrate a positive outlook about LANJ and the chauffeured transportation industry on the LANJ social media pages.

## **Legislative Committee Report**

- **2015 Meetings with New Jersey Elected Officials**

Shanker confirmed that he had 60 meetings with New Jersey elected officials in 2015. He said Corelli and/or Moseley had participated in most of these sessions as well.

- **Kaufman Zita Group**

Shanker indicated the annual agreement with the lobbying firm, Kaufman Zita Group, is up for renewal. He, along with Corelli and Moseley, concurred that the firm is doing a commendable job representing LANJ and recommended that the agreement be renewed.

- **The Marcus Group**

Shanker advised that the public relations firm, The Marcus Group, had completed its commissioned work for LANJ. Should new need arise, they can be called upon again in the future.

- **Ticketing at Newark Liberty International Airport and in Elizabeth**

Shanker said many operators were suffering from erroneous ticketing at the Newark Airport and in the town of Elizabeth. Sharenow indicated he would address the issue with the mayor of Elizabeth with whom he soon will be meeting.

- **Port Authority of New York & New Jersey**

Shanker said he believes he has identified the right person at the Port Authority of New York & New Jersey with whom to address LANJ operator issues. He said he had been thwarted for a number of months by a non-responsive Port Authority official.

- **New OSHA Requirement**

Shanker said the U.S. Occupational Safety & Health Administration (OSHA) now is requiring Class B first aid kits for commercial vehicle garages.

## **2016 Board Nominations Ratification; 2016 Officers Election**

Shanker referenced the self-nominated slate of candidates for the 2016 LANJ Board of Directors (copy attached). He said Brian O'Neill of Wolfington Body Company also had submitted his self-nomination for a board position. Moseley announced his retirement from board service and, accordingly, indicated that his name should be withdrawn from the slate.

Shanker called for a motion to ratify the slate as presented (with the exception of Moseley and the addition of O'Neill) so the same could be presented for election at the afternoon's general meeting.

**A motion to ratify the slate of candidates for the 2016 LANJ Board of Directors as presented (with the exception of Moseley and the addition of O'Neill) was made by Epstein, seconded by Maziarz and unanimously approved.**

Shanker then advised that the board would proceed with the 2016 officer election under the assumption that all on the ratified slate of candidates would, in fact, be elected by the membership.

Accordingly, the officers elected for 2016 were: president **Jeff Shanker**; first vice president **Jason Sharenow**; second vice president **Jeff Brodsly**; secretary **Karen Gajda**; treasurer **Jon Epstein**; and PAC chair **Pete Corelli**.

The meeting was adjourned at 11:55 AM.

Submitted by:



Jeff Shanker  
President



Patricia Nelson  
Executive Director