

**Limousine Association of New Jersey  
Board of Directors Conference Call  
Wednesday February 17, 2016 \* 10 AM – 11:00 AM  
Minutes**

The meeting was called to order at 10:04 AM.

Attendees were: President **Jeff Shanker**, First Vice President **Jason Sharenow**, Second Vice President **Jeff Brodsky**, Secretary **Karen Gajda**, Treasurer **Jon Epstein**; Directors **Anthony Azara**, **Kay Hoskins**, **John Maziarz**, **Brian O'Neill**, **Steve Rhoads**, **Tim Rose**, **Bob Schiavo**, **Eddie Somers**, **Christian Stochholm**, **Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were PAC Chair **Pete Corelli**; Directors **Michael Renehan** and **David Seelinger**.

Absent (unexcused) was Director **Barbara Chirico**.

**1/20/16 Board Meeting Minutes**

**A motion to approve the 1/20/16 board meeting minutes as presented was made by Epstein, seconded by Hoskins and unanimously approved.**

**Financial Report**

Epstein advised the LANJ bank balance, as of 2/12/16, was \$64,430.

**President's Report**

- **Committee Mission and Goal Statements**  
Shanker called the directors' attention to the draft mission and goal statements for the Education, Marketing, Membership and Social Media Committees included in the board materials. He asked the committee chairs to let Nelson know if they wanted any changes made to the statements.
- **LANJ Bylaw Committee**  
Shanker advised he and Nelson had initiated the redrafting of the existing LANJ bylaws. He asked if anyone else would like to join in the effort and Hoskins volunteered.
- **Draft Antitrust Statement**  
Shanker said he had drafted an antitrust statement (for the purpose of reading the statement at LANJ board meetings), sent it to LANJ's general counsel for review and recommended changes (if any) and is awaiting counsel's response.

- **Kaufman Zita Group Renewal**  
Shanker said he planned to renew LANJ's agreement with the lobbying firm Kaufman Zita Group for the coming year at the same rate as paid this past year.
- **Current LANJ Bylaw Regarding Board Member Attendance**  
Shanker called the directors' attention to Article 6, Section C of the LANJ Bylaws: "Any elected director who fails to attend two (2) regular meetings during his/her tenure due to unexcused absence may be removed from such office by a majority vote of the directors present at any meeting of the Board of Directors."

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

- **Membership Status**  
As of 2/15/16, LANJ has 141 members including:
  - 51 paid through 12/31/16 (renewed for 2016) or after;
  - 16 paid through 12/31/15 only (still to be renewed for 2016);
  - 19 paid post-1/1/16 but pre-12/31/16; and
  - 55 paying monthly by credit card.
- **2015 Renewals**  
As of 2/15/16, 67.3% of the 52 2015 members up for 2016 renewal (companies that pay on an annual [calendar] basis) have been renewed for 2016.  
  
Renewals also are being sent to those companies whose one-year memberships come due during the calendar year, e.g. February 1. Of the four that have come up for renewal thus far, two have renewed to date.

### **Membership Committee Report**

- **LANJ Member Survey**  
Epstein noted the results of the 2016 LANJ Member Survey included in the board call materials.
- **LANJ Non-Member Operator Survey**  
Nelson advised the survey for non-member operators had been distributed to the LANJ prospect list once and would be sent twice again on 2/17/16 and 2/20/16. She promised to provide the results of this survey at the 3/16/16 board meeting.
- **5/18/16 and 9/28/16 LANJ General Meetings Preparation**  
Epstein said the committee is preparing for the May (LANJ Fundraising Auction) and September (LANJ Vendor Appreciation Day) general meetings.

## **Education Committee Report**

- **2016 Education Topics**

Sharenow reported that the newly formed LANJ Education Committee met by conference call for the first time on 2/3/16 and decided to focus on two primary topics for LANJ's 2016 general meeting programs: 1) how to convert chauffeurs from the commission model to the hourly model; and 2) how to properly onboard a new chauffeur.

- **3/16/16 LANJ General Meeting Program**

He indicated the latter topic is being planned for the 3/16/16 meeting that will be held in Princeton.

## **Social Media Committee Report**

- **Committee Composition**

O'Neill noted that, in addition to himself as the newly appointed chair, the LANJ Social Media Committee now includes the following members: Briana Candeub (Park Avenue Luxury Limousine), Pat Charla (DriveProfit), Sam Emam (Chauffeurs Limousine) and Joe Gulino Jr. (Gem Limousine Worldwide).

- **2016 Action Plan**

He said the committee's primary goal for 2016 is to integrate all social media efforts so that LANJ demonstrates one unified voice.

Nelson advised DriveProfit would be redesigning the LANJ.org home page (and possibly other pages as well) to make it more compelling for operator members and prospects.

## **Legislative Committee Report**

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

Shanker announced a meeting with officials of the Port Authority of New York & New Jersey would be held on 2/23/16 to discuss operations at Newark Liberty International Airport.

- **Meeting with New Jersey Legislators**

He also said he had a meeting set with New Jersey Assemblywoman Valerie Vainieiri Huttel (D-37) and Assemblyman James J. Kennedy (D-22) on 2/22/16 in Trenton to determine their positions on TNCs and proposed bill A609.

## **New Business**

- Stochholm speculated that, given the many issues now being faced, the LANJ board may want to meet more frequently than once per month. Discussion brought agreement that this would not be necessary at this time.

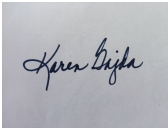
- Brodsky suggested that recently retired LANJ director James Moseley should be honored by the association for his more than 30-year leadership role in LANJ (and its preceding organizations) and the New Jersey chauffeured transportation industry.

**A motion to present James Moseley with a lifetime achievement award at the 5/18/16 LANJ evening meeting was made by Brodsky, seconded by Schiavo and unanimously approved.**

- Brodsky said he recently attended the Greater California Livery Association Hill Day in Sacramento and observed major progress in legislators' understanding of how TNCs do business and the importance of "a level playing field" for all ground transportation providers.

The meeting was adjourned at 10:41 AM.

Submitted by:



Karen Gajda  
Secretary



Patricia Nelson  
Executive Director