

**Limousine Association of New Jersey
Board of Directors Conference Call
Thursday May 26, 2016 * 10 AM – 11:00 AM
Minutes**

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

Attendees were: President **Jason Sharenow**, First Vice President and Treasurer **Jon Epstein**, Second Vice President **Jeff Brodsly** and Secretary **Karen Gajda**; Directors **Anthony Azara, Pete Corelli, Howard Gogel, Scott Greenwald, Kay Hoskins, John Maziarz, Brian O'Neill, Michael Renehan, Tim Rose, Bob Schiavo, Eddie Somers, Christian Stochholm, Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Directors **Barbara Chirico** and **David Seelinger**.

Absent (unexcused) was Director **Steve Rhoads**.

4/20/16 Board Meeting Minutes

A motion to approve the 4/20/16 board meeting minutes as presented was made by Gajda, seconded by Gogel and unanimously approved.

Financial Report

Epstein advised the LANJ bank balance was \$53,147 with no outstanding payables. He noted this amount did not include the \$21,465 raised by the auction and 50/50 on May 18.

Corelli reported the PAC bank balance was ~ \$1,700.

President's Report

- **LANJ Vehicle Identification Program**
Sharenow said the association would hold off on introducing the planned LANJ Vehicle Identification Program until the outcome of state lawmakers' consideration of the proposed TNC legislation is determined.
- **Mandatory Fingerprinting**
Sharenow revealed he is emphasizing the criticality of mandatory fingerprinting when speaking to and/or testifying before New Jersey legislators. He observed LANJ is "on the beginning of the path to a leveler playing field."

He said that the offer of ridding New Jersey chauffeured transportation company sales tax on service is “an olive branch” that has been extended by key transportation committee members. He noted that it remains to be seen if such a legislative change would pass and said a survey to determine LANJ operators’ 2015 sales tax will be required.

- **Potential Participation in Taxi Federal Injunction Filing in Newark**
Sharenow advised the state taxi industry is planning to file a federal injunction on the City of Newark citing the negative economic impact TNCs have wrought on taxis. Representatives of the industry have asked LANJ to join in this fight.

Discussion prompted agreement that this request would be declined and confirmed the board’s position that LANJ’s fight is in Trenton, not Newark.

- **Request for Donations to LANJ Political Action Committee**
Sharenow said fundraisers for at least four legislators who support LANJ’s fight against TNC illegalities would be held in June. He emphasized the importance of having LANJ represented at these events.

Referencing the current LANJ PAC balance (see above), he requested PAC donations from the board members. For a total of \$5,000, following are the pledges that were made on the call: Brodsky (\$500), Chirico (\$500), Epstein (\$500), Gogel (\$500), Rose (\$1,000), Schiavo (\$500), Sharenow (\$500), Somers (\$500), Trabb (\$500) and Weiss (\$500).

- **Status of Proposed TNC-Regulating Legislation**
Sharenow advised that proposed TNC-regulating bills in the Assembly (A609) and the Senate (S858) now have passed through committee with amendments and are set to go simultaneously to the legislature floor for a vote. Additional amendments could be made on the floor. He also noted that the budget committee will have to approve the proposed sales tax removal.
- **LANJ Auction Event on 5/18/16**
Sharenow thanked all who supported the LANJ 14th Annual Auction Event, held on May 18, which raised \$21,465 for the association’s general fund. He expressed special appreciation to Trabb and his colleague Bruce Cirlin for the event’s organization.

Executive Director’s Report

- **Membership Status**

As of 5/25/16, LANJ has 138 members including:

- 63 paid through 12/31/16 (renewed for 2016) or after;
- 15 paid post-1/1/16 but pre-12/31/16; and
- 60 paying monthly by credit card.

- **2016 LANJ Fundraising Auction and 50/50**

The fundraising auction and 50/50 held on May 18 at The Wilshire Grand Hotel in West Orange raised \$21,465 (\$20,625 from the auction and \$840 from the 50/50) for the association's general fund.

Membership Committee Report

- **5/18/16 LANJ General Meeting**

Epstein confirmed that extensive promotion to attract attendance at the May 18 meeting had been implemented. This included two e-blasts sent by ***Chauffeur Driven*** to their five-state (Connecticut, Delaware, New Jersey, New York and Pennsylvania) contact list, repeated e-blasts to LANJ members and prospects sent by Nelson and multiple Facebook notices posted by Social Media Committee members.

- **Vendor Panel for 9/28/16 LANJ Meeting/Vendor Appreciation Day**

Epstein said Cadillac Professional Vehicles had committed its sponsorship of the September 28 LANJ meeting. Brodsky indicated Gary Bauer of iCARS would join the forum's panel presentation that also will include representatives from Cadillac, Chosen Payments and P.A. Post Agency.

- **Implementation Plan for Promotion of New LANJ Affiliate Membership**

Nelson said she would outline a preliminary "LANJ Affiliate Membership" implementation plan and timetable for consideration on the upcoming Membership Committee conference call. Epstein noted the committee would discuss the criteria for LANJ Affiliate Membership, e.g. company location distance from New Jersey. He confirmed the annual dues for this membership category would be \$500.

- **Member Recommendation: Reduced Dues for One-Car Operators**

A one-car operator member, renewing his first year membership for a second year, strongly recommended to Nelson that LANJ consider reducing the annual dues for one-car operators from the current \$250/year (\$250 is the dues for 1-5 car operators), citing there is a great difference between one-car operators and five-car operators.

Discussion brought agreement that the Membership Committee would examine this potential and present its recommendation on the next board call.

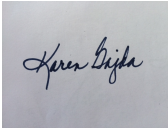
New Business

Sharenow said he did not deem it necessary to have a board call in less than three weeks (June 15 as previously scheduled) and indicated that, unless circumstances warranted otherwise, the next call would be held on Wednesday July 20 at 10 AM ET.

A motion to adjourn the meeting was made by Gogel, seconded by Azara and unanimously approved.

The meeting was adjourned at 11:05 AM.

Submitted by:

A square image containing a handwritten signature in black ink. The signature appears to be "Karen Gajda" written in a cursive style.

Karen Gajda
Secretary

A handwritten signature in black ink that reads "Patricia Nelson" in a cursive script.

Patricia Nelson
Executive Director