

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday September 13, 2017 * 10 AM – 11 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 Brodsky**, Secretary **Karen Gajda** and PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Sam Emam**, **Howard Gogel**, **Scott Greenwald**, **Joe Gulino**, **John Maziarz**, **Brian O'Neill**, **Michael Renehan**, **Bob Schiavo**, **David Seelinger**, **Eddie Somers**, **Christian Stochholm** and **Barry Trabb**; executive director **Patricia Nelson**.

Absent (excused) was Director **Chris Weiss**.

Absent (unexcused) were Directors **Steve Rhoads** and **Tim Rose**.

8/16/17 Board Conference Call Minutes

A motion to approve the 8/16/17 board conference call minutes as presented was made by Epstein, seconded by Gogel and unanimously approved.

Financial Report

Epstein said the LANJ bank balance was \$127,357.

President's Report

Sharenow advised former LANJ president and current LANJ board member Tim Rose will be the keynote speaker at the LANJ general meeting being held at 8 AM on November 6 at Harrah's Atlantic City.

Executive Director's Report

- **Membership Status**

As of 9/12/17, LANJ had 152 members including:

- 76 paid through 12/31/17 or after
- 17 paid 1/1/17 but pre-12/31/17
- 59 paying monthly by credit card.

The 152 total includes 103 operator, 12 affiliate and 37 supplier members.

- **Expanded Discount/Special Offer Program**

Nelson confirmed that as soon as possible, she would: 1) solicit discount/special savings offers from those LANJ vendor members who currently do not offer such (at the present time just eleven of LANJ's 37 supplier members offer a discount/special savings program); and 2) increase the number of discount/special offer program promotions that are distributed to LANJ members to include periodic e-blasts in addition to the **LANJ E-News** items published and flyers included in new member and renewing member kits (as have been published periodically and included in the kits for the past several years).

Membership Committee Report

- **Status Report: Renewals**

Epstein said the committee would keep close tabs on the six affiliate members recruited one year ago that are now coming up for membership renewal and reach out individually to retain them if needed.

- **Game Plan: Fall 2017 Operator Membership Drive**

Epstein advised the Fall 2017 Operator Membership Drive would once again feature a discounted dues offer (\$100-\$150 off first year dues). He noted the committee discussed offering additional incentives to attract new members but, to date, had not agreed on a specific plan.

Golf Outing Committee Report

- **Anticipated Attendance at 9/18/17 Event**

O'Neill indicated he expects 75 golfers to participate in the 1st Annual LANJ Golf Outing being held on September 18 the Cherry Valley Country Club in Skillman, N.J. He noted additional attendees would join the golfers for the lunch and prize/award portion of the day.

- **Charity Donations**

Discussion brought unanimous agreement that a donation of \$5,000 should be given to the Police Unity Tour whose representatives would be in attendance at the golf outing.

It also was agreed that a sizable donation would be awarded to a charitable organization that was providing aid to the hurricane victims in Florida and Texas. Seelinger said he would research qualified organizations and advise all board members by 9/15/17 so the appropriate arrangements could be made for a check presentation at the golf outing. Sharenow indicated he would solicit additional donations from the outing attendees in order to make this as large a contribution as possible.

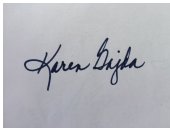
Legislative Committee Report

Sharenow said the New Jersey Attorney General's office is waiting to hear from Uber and Lyft regarding their proposed background check protocol. The companies must provide this information by November 2017.

A motion to adjourn was made by Corelli, seconded by O'Neill and unanimously approved.

The meeting was adjourned at 10:54 AM.

Submitted by:

A square image containing a handwritten signature in cursive script, which appears to read "Karen Gajda".

Karen Gajda
Secretary

A handwritten signature in cursive script, which appears to read "Patricia Nelson".

Patricia Nelson
Executive Director