

**Limousine Association of New Jersey
Board of Directors Meeting
NJHA Conference and Event Center, Princeton
Wednesday January 18, 2017 * 10 AM – 11:30 AM
Minutes**

The meeting was called to order at 10:05 AM.

Attendees were: President **Jason Sharenow**, First Vice President and Treasurer **Jon Epstein**, Secretary **Karen Gajda**, PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Jeff Brodsky** (telephonically), **Scott Greenwald**, **Joe Gulino**, **John Maziarz**, **Brian O'Neill**, **Michael Renahan**, **Steve Rhoads**, **Christian Stochholm**, **Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Directors **Howard Gogel**, **Tim Rose**, **Bob Schiavo**, **David Seelinger** and **Eddie Somers**.

Also present was operator member **Vince Ford** (Flyte Tyme Worldwide Transportation, Mahwah).

12/21/16 Board Call Minutes

A motion to approve the 12/21/16 board conference call minutes as presented was made by Corelli, seconded by O'Neill and unanimously approved.

Financial Report

Epstein advised the LANJ bank balance was \$73,868 with two outstanding payables totaling \$5,700.

Corelli said the PAC bank balance was approximately \$3,000.

President's Report

- **January 18 General Meeting**
Sharenow referenced the agenda for the afternoon general meeting and asked the board members to seek out and cultivate the "guest" attendees for LANJ membership.
- **Call for PAC Contributions**
Sharenow said he would solicit PAC contributions from the LANJ member attendees at the afternoon meeting.

Corelli asked Nelson to include a PAC fund-raising solicitation in an upcoming issue of **LANJ E-News**.

Legislative Committee Report

- **TNC and Sales Tax Elimination Bills Status**

Sharenow advised the LANJ-advocated “TNC Bill” and “Sales Tax Elimination Bill” had been passed by both houses of the New Jersey Legislature and now were awaiting the governor’s signature, noting Governor Christie has until February 6, 2017 to act on the proposed legislation.

Sharenow reiterated his request that each director write the governor asking for passage of the sales tax elimination bill.

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

Sharenow said it is his understanding that the Port Authority of New York & New Jersey is considering levying pick-up and drop-off fees at John F. Kennedy International Airport, LaGuardia Airport and Newark Liberty International Airport as well as a licensing fee based on a company’s annual number of airport trips. The latter, he said, could exceed \$25-\$50 K or more per company

He advised he would be participating in a conference call hosted by The Livery Roundtable after LANJ’s afternoon general meeting to learn more about these potential fees and he likely would be requesting a meeting on the matter with Port Authority officials in the near future.

2017 Board Nominations Ratification; 2017 Officers Election

Sharenow referenced the slate of candidates for the 2017 LANJ Board of Directors (copy attached). He called the directors’ attention to the addition (to the current director group) of Sam Emam (Chauffeurs Limo Corp., Kenilworth) whom he proposed for inclusion.

Sharenow called for a motion to ratify the slate as presented so the same could be presented for election at the afternoon general meeting.

A motion to ratify the slate of candidates for the 2017 LANJ Board of Directors as presented was made by Epstein, seconded by Stockholm and unanimously approved.

Shanker then advised that the board would proceed with the 2017 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 2017 were: president **Jason Sharenow** (nominated by Epstein, seconded by Maziarz and unanimously approved); first vice president **Jon Epsein** (nominated by O'Neill, seconded by Corelli and unanimously approved); second vice president **Jeff Brodsly** (nominated by Epstein, seconded by Corelli and unanimously approved); secretary **Karen Gajda** (nominated by Epstein, seconded by Azara and unanimously approved); and treasurer **Jon Epstein**. (nominated by Corelli, seconded by Greenwald and unanimously approved).

Executive Director's Report

- **Membership Status**

As of 1/16/17 LANJ has 138 members including:

- 35 paid through 12/31/17 or after
- 28 paid 1/1/17 but pre-12/31/17
- 21 paid through 12/31/16 only (still to be renewed for 2017); and
- 54 paying monthly by credit card.

The 138 total includes 88 operator, 11 affiliate and 39 supplier members.

- **2015 Renewals**

As of 1/16/17, 53.8% of the 52 members to be renewed on the calendar year have paid for 2017 membership.

- **DriveProfit Reporting**

Nelson advised that Pat Charla of DriveProfit, who is implementing the many social media tasks required by LANJ, has agreed to provide a monthly report summarizing her work for the board's review beginning February 2017.

- **2017 NLA Day on the Hill**

Nelson noted the National Limousine Association's annual "Day on the Hill" is to be held on June 13-14 in Washington, D.C.

Membership Committee Report

- **Overall Membership**

Weiss commented that, given the current membership statistics (see above), the greatest effort should be devoted to recruiting New Jersey-based operator members.

- **South Jersey Operator Recruitment**

Corelli said that he and Schiavo are planning to host an informal get-together for South Jersey operators in early February for the purpose of membership recruitment.

- **LANJ Affiliate Member Recruitment**

Epstein once again asked the directors to solicit their own company's affiliates for LANJ affiliate membership.

- **Potential 2017 LANJ Golf Tournament**

Sharenow confirmed O'Neill's chairmanship of the *ad hoc* 2017 LANJ Golf Tournament Committee. Gulino and Weiss volunteered to serve as committee members. O'Neill said the committee's initial efforts would focus on golf course review and recommendation for selection.

Discussion prompted agreement that attracting 75-100 golfers for the event would be the goal.

Education Committee Report

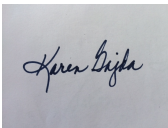
Sharenow requested the directors to provide program ideas for future LANJ general meetings. Discussion netted the suggestion that having guest speakers who "have a (relevant) story to tell" should prove successful.

It was noted that the program for the March 29 general meeting should be especially compelling in order to draw as many prospective members as possible in conjunction with the recruitment drive that also is being planned for that timeframe.

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

The meeting was adjourned at 11:30 AM.

Submitted by:



Karen Gajda
Secretary



Patricia Nelson
Executive Director