

**Limousine Association of New Jersey  
Board of Directors Meeting  
NJHA Conference and Event Center, Princeton  
Wednesday January 29, 2020 \* 10 AM – 11:30 AM  
Minutes**

The meeting was called to order at 10:15 AM.

Attendees were: President **Jason Sharenow**, Secretary **Karen Gajda**, Treasurer **Barry Trabb**, PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Shady Azer**, **Johnny Donohue**, **Sam Emam** (telephonically), **John Maziarz**, **Brian O'Neill**, **Chris Weiss** and **Jonathan Wilner**; executive director **Patricia Nelson**.

Absent (excused) were First Vice President **Tim Rose** and Directors **Howard Gogel**, **Joe Gulino**, **David Seelinger** and **Christian Stochholm**.

Absent (unexcused) were Second Vice President **Jeff Brodsky** and Director **Bill Faeth**.

Also present were vendor member **Bruce Cirlin** of Complete Fleet Livery Sales and, for a short portion of the meeting, **Suzanne Bugge** of A Focused Advantage and **Jessica Maarek** of Red Root Marketing who are managing LANJ's social media campaign for the "Be Driven Safely" program.

**12/18/19 Board Call Minutes**

**A motion to approve the 12/18/19 board conference call minutes as presented was made by Corelli, seconded by Azer and unanimously approved.**

**Financial Report**

Trabb advised the LANJ bank balance was \$211,852.

Corelli said the PAC bank balance was approximately \$2,000.

**President's Report**

- **January 29 General Meeting**  
Sharenow referenced the agenda for the afternoon general meeting saying there would be two featured presentations, one on "Be Driven Safely" and one on the Options Plus program.
- **Upcoming Events**  
Sharenow announced the next two LANJ events would be held at The Wilshire Grand Hotel in West Orange: a board meeting and a luncheon meeting on Wednesday March 18 and the annual dinner/auction on Tuesday May 12.

- **LANJ.org**  
Sharenow noted that LANJ now has ownership and control over the domain LANJ.org.
- **LANJ Committee Membership**  
Sharenow called upon all LANJ directors to volunteer their participation for at least one association committee in 2020.

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

- **Membership Status**

As of 1/27/20, LANJ has 143 members including:

- 24 paid through 12/31/20
- 56 paid through 12/13/19 but pre-12/31/20
- 4 paid post-1/1/19 but pre-12/31/19
- 59 paying monthly

The 143 total includes 87 operator, 21 affiliate and 35 supplier members.

- **Renewals for Annual Remittance Members**

To date, 24 memberships or 61.5% of the 39 members who pay their dues on a calendar basis (January 1 – December 31) have been renewed.

Fourth renewal notices to those yet to respond will be sent on 2/1/20.

- **LANJ E-News Redesign**

The first issue of the redesigned **LANJ E-News** was published on 1/14/20. The new design uses a Constant Contact template and distribution mechanism.

- **2020 LANJ Calendar of Events**

Nelson called the group's attention to the 2020 LANJ Calendar of Events included in the meeting materials. She noted the dates for the 4<sup>th</sup> Annual LANJ Golf Outing and the 2020 Holiday Party have yet to be determined.

### **2020 Board Nominations Ratification; 2020 Officers Election**

Sharenow referenced the 2019 LANJ Board of Directors roster and said all 2019 directors have indicated their desire to remain on the governance body. He noted that one additional operator member, namely Jay Erlich of Europe Limousine Service in Paramus, also had expressed interest in taking a board seat and, accordingly, Sharenow nominated him for the position. He noted that others could be nominated and added during the upcoming year at the board's discretion.

Sharenow then called for a motion to ratify the slate as presented (copy attached) and with the addition of Erlich so the same could be presented for election at the afternoon general meeting.

**A motion to ratify the slate of candidates for the 2020 LANJ Board of Directors as presented and with the addition of Jay Erlich was made by Corelli, seconded by O'Neill and unanimously approved.**

Sharenow then advised that the board would proceed with the 2020 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 2020 were president **Jason Sharenow** (nominated by O'Neill, seconded by Wilner and unanimously approved); first vice president **Tim Rose** (nominated by Azer, seconded by Trabb and unanimously approved); second vice president **Jeff Brodsky** (nominated by Azer, seconded by Maziarz and unanimously approved); secretary **Karen Gajda** (nominated by Corelli, seconded by O'Neill and unanimously approved); and treasurer **Barry Trabb** (nominated by O'Neill, seconded by Wilner and unanimously approved).

### **Membership Committee Report**

- **Operator Membership Decline**

Trabb advised that, to combat the issue of operator membership decline currently being experienced, the Membership Committee is planning to roll out a recruitment program outlined by director Howard Gogel.

- **March 18 Luncheon Meeting**

Sharenow confirmed that Tracy Hodge-Raimer, executive vice president of Windy City Limousine in Chicago, would be the keynote speaker at the March 18 luncheon meeting.

- **May Dinner/Auction Meeting**

Trabb said he would like to have volunteers from the board of directors to serve on the dinner/auction committee.

- **Potential Charitable Donation Program**

Trabb told the directors that, on the last Membership Committee conference call, Corelli suggested that LANJ assemble a list of New Jersey-based charities to which LANJ can donate to 1) assist their causes and 2) help LANJ become better known by the general public. He noted that discussion on the conference call prompted the recommendation that such an effort be dovetailed with the "Be Driven Safely" program. In turn, this idea brought forth Gogel's suggestion to reach out to as many New Jersey Parent-Teacher Associations as possible to offer LANJ's support. Wilner said his outreach to the National PTA received interest in sharing "Be Driven Safely" information with its network of members. Sharenow advised he would be making a motion under the meeting's "New Business" agenda item to get expenditure approval for taking on this proposed effort.

### **Public Relations Committee Report**

The principals of the two social media firms that have designed and are managing the “Be Driven Safely” campaign, Suzanne Bugge of A Focused Advantage and Jessica Maarek of Red Root Marketing, briefly explained what they are doing to promote and publicize the “Be Driven Safely” message.

### **Legislative Committee Report**

Sharenow said the Limousine Association of New Jersey has been busy in Trenton. The independent contractor bills are moving rapidly. A package of bills on the Assembly side already have been passed to codify existing “ABC test” regulations and also increase penalties for wage theft and misclassification. He noted that transportation network companies (TNCs) are in the “kill zone” for this and likely cannot pass the test.

LANJ members also should be aware of the \$11.00 per hour minimum wage. Violations of not paying employees that much as well as overtime will be met with severe penalties.

Sharenow also advised that “Sami’s Law,” which will require TNC vehicles to display a QR code on the side of the vehicle which passengers will need to scan with their phone to activate the ride, will go into effect on March 20. This also, he commented, is going to be a challenge for the TNCs to implement by then and legislators are very aware of this.

He noted that he recently had met with the prime sponsor of Sami's Law, Senator Patrick J. Diegnan Jr. (D-18). The topic of fingerprints was discussed and, Sharenow concluded, there will be future conversations with Diegnan as well as other key legislators on this.

### **New Business**

**A motion to approve a \$10,000 expenditure in 2020 for the charitable donation program described above was made by Corelli, seconded by O'Neill and unanimously approved.**

**A motion to make a \$500 donation to the family of Stephanie Parze, daughter of former LANJ member Ed Parze of Dependable Limousine, was made by Trabb, seconded by Maziarz and unanimously approved.**

The meeting was adjourned at 11:30 AM.

Submitted by:

Karen Gajda  
Secretary

Patricia Nelson  
Executive Director