

**Limousine Association of New Jersey  
Board of Directors Conference Call  
Tuesday February 14, 2017 \* 10 AM – 11:00 AM  
Minutes**

The meeting was called to order at 10:03 AM.

Attendees were: President **Jason Sharenow**, First Vice President and Treasurer **Jon Epstein**, Secretary **Karen Gajda**, PAC Chair **Pete Corelli**; Directors **Anthony Azara, Sam Emam, Howard Gogel, Scott Greenwald, Joe Gulino, John Maziarz, Brian O'Neill, Michael Renahan, Bob Schiavo, David Seelinger, Eddie Somers, Christian Stochholm, Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

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

Absent (unexcused) were Second Vice President **Jeff Brodsky** and Director **Tim Rose**.

**1/18/17 Board Meeting Minutes**

**A motion to approve the 1/18/17 board meeting minutes as presented was made by Corelli, seconded by Trabb and unanimously approved.**

**Financial Report**

Epstein advised the LANJ bank balance was \$79,591 with two outstanding payables totaling approximately \$6,000.

Corelli said the PAC bank balance was \$3,900.

**President's Report**

- **South Jersey Meeting for Operators**  
Sharenow advised the get-together being organized by Corelli and Schiavo for South Jersey operators that had been planned for February 9 was postponed due to inclement weather but would be rescheduled at the soonest.
- **March 29 General Meeting**  
Sharenow said the March 29 board and general meetings would be sponsored and hosted by Englewood Cliffs Cadillac at their showroom in Englewood Cliffs.
- **May 10 General Meeting, Dinner and Auction**  
Sharenow confirmed that the May 10 general meeting, dinner and auction would be held at The Wilshire Grand Hotel in West Orange.

- **Fall Golf Outing, General Meeting and Dinner**  
Sharenow said a LANJ golf outing is being planned tentatively for Monday September 25. O'Neill indicated he was in the process of contacting golf clubs to determine their availability, accommodations and pricing. He said he would provide a written report of his findings for the board's review and decision-making as soon as possible.

## **Executive Director's Report**

- **Membership Status**  
As of 2/14/17, LANJ had 139 members including:
  - 41 paid through 12/31/17 or after
  - 28 paid 1/1/17 but pre-12/31/17
  - 15 paid through 12/31/16 only (still to be renewed for 2017); and
  - 55 paying monthly by credit card.

The 139 total includes 88 operator, 12 affiliate and 39 supplier members.

- **2017 Renewals**  
As of 2/14/17, 34 or 65.4% of the 52 members to be renewed on the calendar year have paid for 2017 membership.
- **Prospect List Update**  
Nelson confirmed that she was in the process of updating and expanding the prospect list of New Jersey operators. The updated list initially will be used for the Spring 2017 recruitment program/March 29 meeting invitation.
- **DriveProfit Reporting**  
Nelson called the directors' attention to the "LANJ Digital Marketing Report" submitted by DriveProfit's Pat Charla, indicating this was the first of her reports that will be provided monthly.

Nelson highlighted the report's most important items, specifically:

- A blog has been launched on LANJ.org. Charla and/or one of her team members are providing the content.
- DriveProfit is building an interactive map of the state of New Jersey on LANJ.org to geo-locate each LANJ operator member for site visitors' edification.
- Charla questioned the acceptability of a LANJ platinum sponsor's substitution of an ad for the previously posted company logo on the LANJ home page. Discussion indicated this change was not problematic.
- Unless directed otherwise, DriveProfit no longer will engage on behalf of LANJ on Twitter (DriveProfit is disengaging all of its clients from Twitter).

- Charla recommended the LANJ LinkedIn presence be changed to an open group from its current closed group status. Discussion prompted agreement to this.

### **Legislative Committee Report**

- **TNC Regulation and Sales Tax Elimination Laws**

Sharenow confirmed that the LANJ-advocated “TNC Regulation Bill” and “Sales Tax Elimination Bill” were signed into law by Governor Christie on February 10, 2017.

Both laws become effective on May 1, 2017 for all provisions of the bills except for the background check provisions in the TNC bill. How background checks will be conducted and if they will include fingerprinting (as LANJ recommends) is in the hands of New Jersey Attorney General Christopher Porrino who has 100 days to make his decision. If he does not act, the matter will be sent to the State Police for determination.

Accordingly, Sharenow said he would be meeting with State Police officials to present LANJ’s stand on this critical issue.

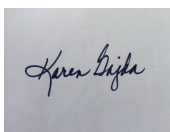
- **Potential Port Authority of New York & New Jersey Airport Fees**

Sharenow said that he and several other LANJ directors met with Port Authority management on February 10, 2017 to learn about the proposed permit and looping fees for commercial vehicle drop-offs and pick-ups at John F. Kennedy International Airport, LaGuardia Airport and Newark Liberty International Airport. He believes that LANJ has support from the Port Authority managers to be included in future conversations on the fees to help ensure the new policies and practices are crafted fairly for all involved.

**A motion to adjourn was made by Seelinger, seconded by Corelli and unanimously approved.**

The conference call meeting was adjourned at 11:06 AM.

Submitted by:



Karen Gajda  
Secretary



Patricia Nelson  
Executive Director