

**Limousine Association of New Jersey
Board of Directors Meeting
Wednesday March 13, 2019 * 10 AM – 11:30 AM
Minutes**

The meeting was called to order at 10:06 AM.

Attendees were: President **Jason Sharenow**, First Vice President **Tim Rose**, Second Vice President **Jeff Brodsky** (telephonically), Secretary **Karen Gajda**, Treasurer **Barry Trabb**, PAC Chair **Pete Corelli**; Directors **Shady Azer**, **Sam Emam**, **Howard Gogel**, **Scott Greenwald**, **Joe Gulino**, **John Maziarz**, **Brian O'Neill**, **Christian Stochholm** and **Jonathan Wilner**; Executive Director **Patricia Nelson**.

Absent (excused) were Directors **Anthony Azara**, **Johnny Donohue**, **David Seelinger** and **Chris Weiss**.

Also in attendance were **Joe Gulino Jr.** of Gem limousine Worldwide, **Madeleine Maccar** of *Chauffer Driven* and **Debra Tucker** of Options Plus.

2/20/19 Board Conference Call Minutes

A motion to approve the 2/20/19 board conference call minutes as submitted was made by O'Neill, seconded by Corelli and unanimously approved.

Financial Report

Trabb reported the LANJ bank balance was \$152,510 with no outstanding payables.

Corelli said the PAC bank balance was \$1,200.

Options Plus Presentation

Debra Tucker of Options Plus made a brief presentation about the discount dental, vision, telemedicine, legal services and pet care plan that she proposes LANJ offer to its members. She noted that LANJ would receive a \$2.25/person/month revenue share for every LANJ member company employee enrolled in the program.

Discussion indicated the directors' considerable interest in Options Plus and Nelson promised that she would follow up with Tucker and LANJ vendor member Michael Marroccoli who brought the Options Plus opportunity to LANJ's attention originally.

President's Report

- **Brogan Cadillac: Host for March 13 Meetings**

Sharenow thanked the owners and managers of Brogan Cadillac for hosting the day's board and general meetings.

- **March 13 General Meeting Agenda**

Sharenow reviewed the day's general meeting agenda noting that industry veteran Dawson Rutter would be the keynote speaker. He also asked all directors to reach out to those attendees whose name badges read "Guest" as they are prospects for LANJ membership. He noted that anyone who applied for LANJ membership at the meeting would receive a \$50-\$150 discount on first year dues.

Executive Director's Report

- **Membership Status**

As of 3/11/19, LANJ had 154 members including:

- 47 paid through 12/31/19 or after
- 36 paid post-1/1/19 but pre-12/31/19
- 8 paid through 12/31/18 (still to be renewed for 2019)
- 1 paid post 1/1/18 but pre-12/31/18
- 62 paying monthly by credit card.

The 154 total includes 102 operator, 18 affiliate and 34 supplier members.

- **Renewals for Annual Remittance Members**

Forty-seven companies currently pay their annual dues on the calendar year. Of these, 39 or 83.0% have renewed their 2018 memberships for 2019.

Companies that are not renewed by 3/31/19 will be removed from the member list. Should they renew at a later date, they will be reinstated.

Membership Committee Report

- **LANJ E-News Redesign**

Trabb indicated the committee would like to see *LANJ E-News* redesigned to be more in keeping with trending electronic communications. Brodsky said he was instrumental in making such a change for another large association and would take the lead on doing the same for LANJ.

- **May 22 Dinner/Auction**

Trabb said the committee now is focusing on the sponsorship sales, item donation and overall production of the 17th Annual LANJ Dinner/Auction which will be held on May 22 at The Wilshire Grand Hotel in West Orange. It was agreed that Nelson would send an auction item donation form to all board members so that they might make their own contributions and also pass along the form to their affiliates and vendors with a request for their donations. Trabb also asked all board members to send a gift card to Gajda who, as in past years, will once again create a "Gift Card Tree" from the LANJ board as an auction item.

Golf Outing Committee Report

Gulino confirmed the 3rd Annual LANJ Golf Outing will be held on September 16, 2019 at the Cherry Valley Country Club in Skillman. He indicated the outing would begin with registration at 10:30 AM, continue with a box lunch at 11 AM, proceed with a shotgun start at 12 Noon and conclude with drinks and a food buffet from 5 PM until 7 PM. Gulino said he'd like each board member to be responsible for recruiting a foursome for the outing.

Public Relations Committee Report

Gogel announced that, going forward, Joe Gulino Jr. would work tactically with consultant Wendy Glavin on the LANJ public relations/social media campaign "Be Safe Rides" designed to inform decision makers about the differences between chauffeured transportation and transportation network companies (TNCs).

He called the directors' attention to the flyer (included in the meeting materials) created by Gulino Jr. that would be handed out to all attendees at the afternoon's general meeting which requests that they follow, like and share BeSafeRides.com content on Facebook, Twitter, Instagram and Pinterest.

Legislative Committee Report

- **Minimum Insurance Coverage for Vehicles**

Karen, can you advise what should be included here? I'm unsure what your notes mean.

- **New York Ban on Stretch Limousines**

Sharenow said the proposed ban on stretch limousines in the State of New York now appears to be a nonstarter.

Old Business

Rose suggested that LANJ press New Jersey legislators to impose a \$10 minimum wage for TNC drivers as was done in the State of New York.

Corelli once again suggested that the board seriously consider changing the name of the Limousine Association of New Jersey so that the organization's name does not include the word "limousine."

A motion to adjourn the meeting was made by Emam, seconded by Azer and unanimously approved.

The meeting was adjourned at 11:40 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director