

**Limousine Association of New Jersey
Board of Directors Meeting
Wednesday March 28, 2018 * 10 AM – 11:30 AM
Minutes**

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

Attendees were: President **Jason Sharenow**, First Vice President and Treasurer **Jon Epstein**, Second Vice President **Jeff Brodsky** and Secretary **Karen Gajda**; Directors **Sam Emam**, **Howard Gogel**, **Scott Greenwald**, **Joe Gulino**, **John Maziarz**, **Brian O'Neill**, **Michael Renehan**, **Christian Stochholm** and **Barry Trabb**; Executive Director **Patricia Nelson**.

Absent (excused) were PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Steve Rhoads**, **Tim Rose**, **Bob Schiavo**, **Eddie Somers** and **Chris Weiss**.

Absent (unexcused) was Director **David Seelinger**.

2/21/18 Board Conference Call Minutes

A motion to approve the 2/21/18 board conference call minutes as submitted was made by O'Neill, seconded by Gogel and unanimously approved.

Financial Report

Epstein said the LANJ bank balance was \$154,624.

President's Report

- **2018 LANJ Board of Directors Election**
Sharenow reported 28% of the LANJ membership voted in the 2018 LANJ Board of Directors electronic election and the complete board slate was elected as presented.
- **LANJ Booth at 10/7-10/18 Chauffeur Driven Show**
Sharenow advised **Chauffeur Driven** has offered LANJ a complimentary exhibit booth at the 2018 Chauffeur Driven Show being held on October 7-10 at the Gaylord National Resort & Convention Center in Oxon Hill, Md. with the understanding that the booth will be staffed during all exhibit hours. Epstein confirmed that board members would meet this requirement.
- **March 28 LANJ General Meeting Agenda and Discount Offer**
Sharenow reviewed the afternoon's agenda and said a discount membership offer would be extended to all operator attendees who are not current LANJ members. Nelson enumerated the names of this category of attendees so board members could seek them out to promote their joining the association.

Executive Director's Report

- **Membership Status**

As of 3/27/18, LANJ had 160 members including:

- 50 paid through 12/31/18 or after
- 40 paid post 1/1/18 but pre-12/31/18
- 11 paid through 12/31/17 (still to be renewed for 2018)
- 59 paying monthly by credit card.

The 160 total includes 109 operator, 14 affiliate and 37 supplier members.

- **2018 Membership Renewals**

The companies that do not renew their 2018 membership by March 31 no longer will be considered current LANJ members unless or until they actually do renew their membership or initiate a future membership. The eleven companies that have yet to renew their memberships have been sent five renewal notices by USPS to date and either have been called or are to be called in follow-up by members of the LANJ Membership Committee.

- **9/17/18 Golf Outing Online Registration**

Online registration capability for the 2nd Annual LANJ Golf Outing that will be held on September 17 has been set up in conjunction with Chosen Payments. Nelson said this set-up would permit her to receive a copy of each registration made online as well as all credit card transactions. In turn, she will include these payments in her weekly financial reports to Epstein.

Golf Outing Committee Report

O'Neill advised LANJGolfClassic.com is live. Discussion prompted agreement that the maximum number of golfers accepted for the day's play would be 108. O'Neill said he would set a conference call meeting for the Golf Outing Committee at the soonest.

Dinner/Auction Committee Report

Trabb said he also would set a conference call meeting for the Dinner/Auction Committee at the soonest.

Membership Committee Report

Epstein noted the above reports summarized most of the Membership Committee's recent work. He reminded the group that NLA president Gary Buffo would be the guest speaker at the 5/16/18 LANJ Dinner/Auction.

Legislative Committee Report

- **Potential \$15 Minimum Wage and Paid Sick Leave Laws**

Sharenow announced that he met with the Governor's Council several weeks ago to discuss the potential \$15 minimum wage law in order to advise the Council members just how oppressive such a requirement would be to the chauffeured transportation industry.

He said he explained how the industry currently uses the tip credit and how important it is that this use not be lost going forward. He indicated he additionally addressed the impact of a \$15 minimum wage on seasoned workers for chauffeured transportation companies.

Sharenow said he anticipates having a meeting on April 9 with the New Jersey Senate Democratic leadership on these same issues.

He also indicated that a paid sick leave law is likely to pass soon.

- **Potential Collection of Sales Tax on Service**

Sharenow advised New Jersey Governor Phil Murphy has indicated he wants to reverse Governor Chris Christie's ruling on chauffeured transportation companies' dispensation from collecting sales tax on service.

Old Business

At Gogel's instigation, discussion prompted agreement that the LANJ leaders would investigate how a public relations campaign might be waged to educate the public about the differences between traditional chauffeured transportation companies and transportation network companies (TNCs).

The meeting was adjourned at 11:40 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director