

**Limousine Association of New Jersey  
Board of Directors Meeting  
Wednesday March 29, 2017 \* 10 AM – 11:30 AM  
Minutes**

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

Attendees were: President **Jason Sharenow**, First Vice President and Treasurer **Jon Epstein**, Second Vice President **Jeff Brodsky**, Secretary **Karen Gajda**, PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Sam Emam**, **Howard Gogel**, **Joe Gulino**, **John Maziarz**, **Brian O'Neill**, **Michael Renahan**, **Christian Stochholm** and **Barry Trabb**; executive director **Patricia Nelson**.

Also in attendance were members **Richard Doherty** (Empire CLS), **George Jacobs** (Windy City Limousine), **David Piccolo** (T-Mobile), **Jarod Rochman** (T-Mobile), **Joel Taveres** (T-Mobile) and **Paul Wiemken** (Arrow Limousine).

Absent (excused) was Directors **Scott Greenwald**, **Steve Rhoads**, **Tim Rose**, **Bob Schiavo**, **David Seelinger**, **Eddie Somers** and **Chris Weiss**.

**2/14/17 Board Meeting Minutes**

**A motion to approve the 2/14/17 board meeting minutes as presented was made by Azara, seconded by Corelli and unanimously approved.**

**Financial Report**

Epstein advised the LANJ bank balance was \$80,782 with no outstanding payables.

Corelli said the PAC bank balance was \$1,257.

**President's Report**

Sharenow briefly reviewed the agenda for the afternoon's general meeting. He said principals from 21 prospective operator member companies had registered for the meeting and asked the directors to seek them out to promote LANJ membership.

**Executive Director's Report**

- **Membership Status**

As of 3/27/17, LANJ had 144 members including:

- 51 paid through 12/31/17 or after
- 27 paid 1/1/17 but pre-12/31/17
- 10 paid through 12/31/16 only (still to be renewed for 2017); and
- 56 paying monthly by credit card.

The 144 total includes 92 operator, 12 affiliate and 40 supplier members.

- **2017 Renewals**

As of 3/27/17, 39 or 75.0% of the 52 members to be renewed on the calendar year have paid for 2017 membership.

Any company that is not renewed by March 31, 2017 no longer will be considered a current member (until/unless they renew or rejoin).

- **Prospect List Update**

Nelson confirmed that the LANJ operator prospect list had been doubled since 1/1/17 to 425 names. The updated list was used for the March 29 meeting invitation. As indicated above, the principals of 21 prospect companies registered to attend the meeting.

### **Membership Committee Report**

- **2017 Renewals**

Epstein said committee members called each company that had not renewed for 2017 to encourage their continued participation in the organization.

- **South Jersey Operator Recruitment**

Corelli confirmed that he and Schiavo hosted an evening get-together for 18 South Jersey operators, including current LANJ members and non-members, on 2/22/17 and said they planned to have a similar event in April.

- **5/10/17 Dinner, Auction and General Meeting**

Trabb said he and his colleague Bruce Cirlin had begun preparation for the 5/10/17 dinner/auction fundraiser. He emphasized that they need all directors' help to attract sponsors and auction items for the event. Nelson said promotion for these efforts as well as promotion for event attendance would be launched with the publication of 4/11/17 **LANJ E-News** and continue until the day of the dinner/auction.

### **Golf Outing Committee Report**

Discussion prompted agreement that the Limousine Association of New Jersey should host a golf outing for members, their guests and other interested operators in Fall 2017.

Referring to the summary of golf clubs he has visited and/or researched (included in the meeting materials), O'Neill said the recommended having the outing at the Cherry Valley Country Club in Skillman, New Jersey on Monday 9/18/17. The directors concurred.

Additional discussion prompted agreement that Corelli, Epstein, Gogel, Gulino and Weiss would serve on the LANJ Golf Outing Committee and O'Neill and Corelli would work/negotiate with the Cherry Valley Country Club to confirm the arrangements for the September event.

### **Legislative Committee Report**

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

Sharenow thanked the board members for their assistance in achieving passage of the LANJ-advocated “TNC Regulation Bill” and “Sales Tax Elimination Bill” which were signed into law by Governor Christie on 2/10/17 and will become effective on 5/1/17.

Concerning the “TNC Regulation Bill,” he noted that background check methodology and if it will include fingerprinting (as LANJ recommends) is in the hands of New Jersey Attorney General Christopher Porrino who has 100 days from the bill’s signing to make his decision. If he does not act, the matter will be sent to the State Police for determination.

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

Sharenow said that LANJ is continuing to meet with Port Authority management 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 anticipates the fees will become effective no sooner than 2018.

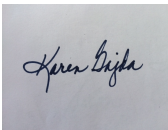
### **Old Business**

Renehan reminded the board members that the National Limousine Association annual Hill Day event will be held on June 13-14 in Washington D.C. He encouraged board members’ participation.

**A motion to adjourn was made by O’Neill, seconded by Gulino and unanimously approved.**

The meeting was adjourned at 11:50 AM.

Submitted by:



Karen Gajda  
Secretary



Patricia Nelson  
Executive Director