

**Limousine Association of New Jersey  
Board of Directors Conference Call  
Wednesday April 17, 2019 \* 10 AM – 11 AM  
Minutes**

The meeting was called to order at 10:04 AM.

Attendees were: First Vice President **Tim Rose**, Second Vice President **Jeff Brodsky**, Secretary **Karen Gajda**, Treasurer **Barry Trabb**, PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Shady Azer**, **Johnny Donohue**, **Scott Greenwald**, **Joe Gulino**, **John Maziarz**, **Brian O'Neill**, **David Seelinger** and **Chris Weiss**; Executive Director **Patricia Nelson**.

Absent (excused) were President **Jason Sharenow** and Directors **Sam Emam**, **Howard Gogel** and **Jonathan Wilner**.

Absent (unexcused) was Director **Christian Stockholm**.

**3/13/19 Board Meeting Minutes**

**A motion to approve the 3/13/19 board meeting minutes as submitted was made by O'Neill, seconded by Trabb and unanimously approved.**

**Financial Report**

Trabb reported the LANJ bank balance was \$145,544 with no outstanding payables.

Corelli said the PAC bank balance was \$1,293.

**President's Report**

In Sharenow's absence, Nelson reminded the group that the next association event would be the 17<sup>th</sup> Annual LANJ Dinner Auction being held on Wednesday May 22 at The Wilshire Grand Hotel in West Orange and all board members were urged to be there.

**Executive Director's Report**

- **Membership Status**

As of 4/15/19, LANJ had 151 members including:

- 53 paid through 12/31/19 or after
- 35 paid post-1/1/19 but pre-12/31/19
- 1 paid through 12/31/18 (still to be renewed for 2019)
- 1 paid post 1/1/18 but pre-12/31/18
- 61 paying monthly by credit card

The 151 total includes 98 operator, 17 affiliate and 36 supplier members.

- **Options Plus and MEC Programs**

Nelson reported that on April 15 she met by conference call with Debra Tucker and Frank Villares of Options Plus. LANJ vendor member Mike Marroccoli of Capacity Coverage also was on the call.

It was agreed that Options Plus would create a dedicated website/landing page for LANJ that will explain the Options Plus program including plan benefits, features and costs and provide links for LANJ member companies and individuals to sign up for the program. Options Plus also would prepare communications that can be used in a variety of ways, e.g. **LANJ E-News**, flyers for new member and renewal packets, to introduce the program to LANJ members and continue its promotion going forward.

The materials first would be subject to Nelson's review and changes (if any) and then would be presented to the Membership Committee and, finally, to the full board of directors for sign-off before launching the program to LANJ members.

It also was agreed that communications announcing the Options Plus Minimum Essential Coverage (MEC) program would be prepared in this same timeframe though the plan is to introduce MEC separately on a targeted basis, e.g. companies that have 50 or more employees (for which such coverage is required) and companies that have ten or more employees (which is the minimum number of employees for a MEC program).

Options Plus has agreed to become a LANJ member at the Bronze Sponsorship level.

- **2019 NLA Day on the Hill**

Nelson advised the directors that the 2019 National Limousine Association Day on the Hill event would be held on June 5-6 in Washington DC.

### **Membership Committee Report**

Trabb reviewed the overall plan for the 17<sup>th</sup> Annual LANJ Dinner Auction and asked all board members to participate as a sponsor, an item donor and/or an attendee.

### **Golf Outing Committee Report**

Gulino once again asked each board member to organize a foursome for the 3<sup>rd</sup> Annual LANJ Golf Outing being held on Monday September 16 at the Cherry Valley Country Club in Skillman. He said he hoped to have affiliate and vendor members do the same. Weiss recommended that effort be made to recruit some of the industry's best golfers in order to enliven the competition.

**Public Relations Committee Report**

Trabb announced that, with Howard Gogel's agreement, he (Trabb) had assumed the chairmanship of the LANJ Public Relations Committee and Joe Gulino Jr. had agreed to serve as the committee's co-chair. Trabb also said that consultant Wendy Glavin had been dismissed by LANJ and new social media firms would be identified by the association for interviewing and selection. Lastly, Trabb advised the LANJ public relations theme had been changed from "Be Safe Rides" to "Be Driven Safely."

**A motion to adjourn the meeting was made by Corelli, seconded by Trabb and unanimously approved.**

The meeting was adjourned at 10:50 AM.

Submitted by:

Karen Gajda  
Secretary

Patricia Nelson  
Executive Director