

**Limousine Association of New Jersey  
Board of Directors Conference Call  
Wednesday April 18, 2018 \* 10 AM – 11 AM  
Minutes**

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

Attendees were: President **Jason Sharenow**, First Vice President and Treasurer **Jon Epstein**, Secretary **Karen Gajda** and PAC Chair **Pete Corelli**; Directors **Anthony Azara, Sam Emam, Howard Gogel, Scott Greenwald, Joe Gulino, Brian O'Neill, Michael Renehan, Steve Rhoads, Tim Rose, Bob Schiavo, Eddie Somers, Christian Stochholm, Barry Trabb** and **Chris Weiss**; Executive Director **Patricia Nelson**.

Absent (unexcused) was Second Vice President **Jeff Brodsly** and Directors **John Maziarz** and **David Seelinger**.

**3/28/18 Board Conference Call Minutes**

**A motion to approve the 3/28/18 board conference call minutes as submitted was made by Epstein, seconded by Gogel and unanimously approved.**

**Financial Report**

Epstein said the LANJ bank balance was \$151,146 with no outstanding payables.

Corelli said the PAC balance was approximately \$1,500.

**President's Report**

- **March 28 LANJ General Meeting**  
Sharenow said the LANJ general meeting held on March 28 at Englewood Cliffs Cadillac was very well attended and a great success.
- **"Gift Card Tree" Auction Item for May 16 Event**  
Sharenow asked for donations to the "Gift Card Tree" auction item that is planned for the LANJ board of directors' collective contribution. He requested gift cards be sent to Gajda who is assembling the "tree."
- **2018 National Limousine Association Day on the Hill**  
Sharenow reminded the directors that the National Limousine Association annual Day on the Hill event would be held on May 22-23 in Washington D.C. He noted that LANJ would pay for the hotel accommodations of any board member who would attend to represent LANJ and all New Jersey operators. Epstein and Gulino said they likely would participate.

## **Executive Director's Report**

- **Membership Status**

As of 4/17/18, LANJ had 157 members including:

- 57 paid through 12/31/18 or after
- 37 paid post 1/1/18 but pre-12/31/18
- 63 paying monthly by credit card.

The 157 total includes 108 operator, 14 affiliate and 35 supplier members.

- **2018 Renewal Status and New 2018 Members**

Eight companies – six operators and two suppliers – that pay dues on the calendar year have not renewed their memberships for 2018 despite seven outreaches since November 1, including USPS mail, e-mail and phone calls to elicit them to do so.

Nelson noted, however, that this loss of numbers has been offset by the gain of five new members who took advantage of the discount offered at the March 28 meeting and three other new members who have joined LANJ in the past month.

## **Membership Committee Report**

Epstein noted the Membership Committee is deferring to the Dinner/Auction Committee and the Golf Outing Committee for the planning of these two upcoming events.

## **Golf Outing Committee Report**

O'Neill advised a committee call would be held on April 26.

## **Dinner/Auction Committee Report**

Trabb said sponsors and auction item donors were being sought for the May 16 event. Several directors volunteered contributions to the auction.

Gogel asked what LANJ intended to do with the money raised at the auction, saying the purpose should be a meaningful new initiative. In response, discussion prompted agreement to launch a new Public Relations Committee that would have its first meeting by conference call on April 25.

## **Legislative Committee Report**

- **Potential \$15 Minimum Wage**

Sharenow said the potential \$15 minimum wage law would impact the chauffeured transportation industry significantly and, accordingly, how important for chauffeured transportation it is to retain the tip credit.

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

Sharenow again advised that 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. While LANJ opposes this, if the ruling is instituted, he noted, it should apply to transportation network companies (TNCs) as well as traditional commercial carriers.

The meeting was adjourned at 10:52 AM.

Submitted by:

Karen Gajda  
Secretary

Patricia Nelson  
Executive Director