

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday June 20, 2018 * 10 AM – 11 AM
Minutes**

The meeting was called to order at 10:05 AM.

Attendees were: President **Jason Sharenow**, Secretary **Karen Gajda**; Directors **Anthony Azara, Sam Emam, Howard Gogel, Scott Greenwald, John Maziarz, Brian O'Neill, Michael Renehan, Bob Schiavo, Christian Stochholm, Barry Trabb** and **Chris Weiss**; Executive Director **Patricia Nelson**.

Absent (excused) were First Vice President and Treasurer **Jon Epstein**, Second Vice President **Jeff Brodsky**, PAC Chair **Pete Corelli**; Directors **Joe Gulino, Tim Rose, David Seelinger** and **Eddie Somers**.

Absent (unexcused) was Director **Steve Rhoads**.

5/20/18 Board Conference Call Minutes

A motion to approve the 5/20/18 board conference call minutes as submitted was made by Schiavo, seconded by Gogel and unanimously approved.

Financial Report

In Epstein's absence, Nelson reported the LANJ bank balance was \$171,957.

President's Report

Sharenow advised he had attended a recent meeting of the Philadelphia Regional Limousine Association (PRLA). He estimated there were 20 attendees including ten suppliers. He noted that the PRLA is in dispute with the Philadelphia Parking Authority and the Pennsylvania Public Utility Commission on how operators are being assessed.

Executive Director's Report

- **Membership Status**

As of 6/19/18, LANJ had 158 members including:

- 67 paid through 12/31/18 or after
- 32 paid post 1/1/18 but pre-12/31/18
- 59 paying monthly by credit card.

The 158 total includes 108 operator, 14 affiliate and 36 supplier members.

- **Potential Participation in New Jersey Restaurant & Hospitality Expo**
Nelson said that, as directed on the 5/30/18 board call, she and Corelli had had a conference call with Peter Romano, owner of the New Jersey Restaurant & Hospitality Expo that is planned for April 17-18, 2019 at the Meadowlands Convention Center. At Corelli's request, Romano is preparing a proposal detailing the opportunities for LANJ's and LANJ members' participation as event exhibitors. Nelson said that she expects to have the proposal for review on the 7/18/18 board conference call.

Golf Outing Committee Report

O'Neill confirmed that two charities had been chosen for donations from the upcoming 2nd Annual LANJ Golf Outing, namely Covenant House New Jersey and the Police Unity Tour and National Law Enforcement Officers' Memorial. He said he was in the process of contacting all of the 2017 outing sponsors to solicit their renewal for the 2018 event.

Public Relations Committee Report

Gogel advised the Wendy Glavin Agency had "hit the ground running" on LANJ's new public relations campaign to educate the general public about the duty of care provided travelers by chauffeured transportation operators. He said the agency's principal Wendy Glavin had been in contact with Pat Charla of DriveProfit who hosts LANJ.org. Charla has promised a *gratis* website redo so that the website will reflect the public relations campaign messaging. Glavin also has interviewed all of the LANJ Public Relations Committee members and plans to meet with corporate travel managers to gain their perspective on the relevant issues.

Legislative Committee Report

Sharenow reported that, as the New Jersey budget crisis is looming, bills have been "dropped out of nowhere."

He noted the introduction of NJ S2767 that would impose the following fees for Uber and Lyft passengers for all rides that start and end in New Jersey: a \$0.30 surcharge on single passenger rides and a \$0.15 surcharge on shared rides. Lawmakers estimate that, if enacted, these fees would generate \$12 million annually.

He said that if the above becomes law it may negate the return of the sales tax that Governor Phil Murphy had indicated he wanted to once again impose.

Sharenow also indicated consideration is being given to introducing more interstate tolls where permitted by the federal government near the state line in order to fund New Jersey's ailing pension system. Specifically motorists would be charged to travel on high-occupancy toll lanes or "HOT lanes" on the New Jersey Turnpike and other highways.

New Business

A director asked if the board wanted to consider holding one or more joint meetings each year with the Greater New Jersey Motorcoach Association. The brief discussion did not bring resolution on this possibility.

A motion to adjourn the conference call meeting was made by Gajda, seconded by Schiavo and unanimously approved.

The meeting was adjourned at 10:44 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director