

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

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

Attendees were: President **Jason Sharenow**, First Vice President **Tim Rose**, Secretary **Karen Gajda**, Treasurer **Barry Trabb**, Directors **Anthony Azara**, **Shady Azer**, **Johnny Donohue**, **Bill Faeth**, **John Maziarz**, **Brian O'Neill** and **Christian Stochholm**; Executive Director **Patricia Nelson**.

Absent (excused) were PAC Chair **Pete Corelli** and Directors **Howard Gogel**, **Scott Grennwald** and **Joe Gulino**.

Absent (unexcused) were Second Vice President **Jeff Brodsky** and Directors **Sam Emam**, **David Seelinger**, **Chris Weiss** and **Jonathan Wilner**.

6/19/19 Conference Call Minutes

A motion to approve the 6/19/19 conference call minutes as submitted was made by Trabb, seconded by Azer and unanimously approved.

Financial Report

Trabb reported the LANJ bank balance was \$191,152 with no outstanding payables.

President's Report

Sharenow said he hoped all board members would attend the two LANJ events planned for the short term, namely the LANJ Options Plus/MEC briefing on 8/7 and the 3rd Annual LANJ Golf Outing on 9/16.

Executive Director's Report

- **Membership Status**

As of 7/15/19, LANJ had 155 members including:

- 66 paid through 12/31/19 or after
- 28 paid post-1/1/19 but pre-12/31/19
- 61 paying monthly by credit card

The 155 total includes 98 operator, 18 affiliate and 39 supplier members.

Membership Committee Report

Trabb advised discussion on the most recent Membership Committee conference call focused on ways LANJ could deliver more value to its operator and vendor members. He said the committee planned to more fully plan for programs that would accomplish this goal on its upcoming calls.

Trabb also indicated that the video of the 5/22 17th Annual LANJ Dinner Auction, shot and produced by Emam, would be broadcast to all LANJ members via email and on LANJ.org. He added that the testimonials in the video would be used for other promotion purposes.

Golf Outing Committee Report

In Gulino's absence, Sharenow reported that, while many sponsorships for the 9/16 golf outing had been sold, many more still are available. He noted that golfer solicitation had just begun.

Faeth announced that he would be sponsoring an "affiliate pre-party" at Strawberry's Pub & Pizza in Woodbridge on the night prior to the outing and would be promoting it as a golden opportunity for operators and vendors to have access to some of the country's largest chauffeured transportation companies.

Public Relations Committee Report

Trabb announced that the "Be Safe Rides" campaign had been replaced by the "Be Driven Safely" campaign and two firms – Red Root Marketing and A Focused Advantage – would be designing and managing the campaign for LANJ including revamping the website and establishing a presence on Facebook, LinkedIn, Twitter and other social media outlets. He noted that all media would be used for the purpose of educating the public about safe – and unsafe – ground transportation and would not have reference to the Limousine Association of New Jersey.

Legislative Committee

Sharenow advised the New Jersey Department of Labor recently released an article on the misclassification of workers which indicated the transportation industry is one of the most violation prevalent. He said that, while New Jersey lawmakers do know the chauffeured transportation industry no longer has misclassification issues, they are aware that this is not the case for transportation network companies (TNCs). He noted that New Jersey is taking heed that the State of California is ramping up to force TNCs to treat their drivers as employees.

Sharenow also said that The Port Authority of New York & New Jersey had published its official plan for adding a fee to all rides that pick up and drop off at John F. Kennedy International Airport, LaGuardia Airport and Newark Liberty International Airport and for increasing the cost of tolls. He indicated he would be testifying at a hearing about these issues on 7/29 and requested board members to advise him how these changes will affect their business so he may include this reporting in his comments.

Lastly, Sharenow confirmed that "Sami's Law," requiring all TNC vehicles have a QR code on its side windows that must be scanned by riders in order for the ride to become active, had been passed quickly and unanimously by the New Jersey Legislature

A motion to adjourn the call was made by Trabb, seconded by Azara and unanimously approved.

The meeting was adjourned at 11:02 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director