

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday July 27, 2016 * 10 AM – 11:00 AM
Minutes**

The meeting was called to order at 10:03 AM.

Attendees were: President **Jason Sharenow**, First Vice President and Treasurer **Jon Epstein**, Second Vice President **Jeff Brodsky** and Secretary **Karen Gajda**; Directors **Anthony Azara, Barbara Chirico, Pete Corelli, Howard Gogel, Scott Greenwald, John Maziarz, Brian O'Neill, Michael Renahan, Steve Rhoads, Tim Rose, Christian Stochholm, Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Directors **Bob Schiavo** and **Eddie Somers**.

Absent (unexcused) were Directors **Kay Hoskins** and **David Seelinger**.

5/26/16 Board Meeting Minutes

Chirico said her PAC pledge of \$500 should be added to the list of donations listed in the President's Report of the 5/26/16 board meeting minutes.

A motion to approve the 5/26/16 board meeting minutes with the amendment noted above was made by Corelli, seconded by Epstein and unanimously approved.

Financial Report

Epstein advised the LANJ bank balance was \$73,979.

Corelli reported the PAC bank balance was \$2,736.

President's Report

Sharenow extended condolences to director Christian Stochholm on the recent passing of his father.

Executive Director's Report

- **Membership Status**

As of 7/26/16, LANJ has 132 members including:

- 66 paid through 12/31/16 (renewed for 2016) or after;
- 8 paid post-1/1/16 but pre-12/31/16; and
- 58 paying monthly by credit card.

- **New “LANJ Membership Badge”**

The new “LANJ Member Badge” was introduced to members in the July 26 issue of **LANJ E-News** along with detailed instructions on how to access it from the password protected “Member Area” on LANJ.org. All members are encouraged to exhibit the “LANJ Member Badge” prominently on their company websites.

- **9/28/16 LANJ Vendor Appreciation Day**

Promotion for the LANJ Vendor Appreciation Day, which will be held from 12 Noon until 2 PM on Wednesday September 28 at the Cedar Hill Country Club in Livingston, will launch in two phases beginning August 15.

Phase #1 will be to invite all LANJ vendor members to participate in the program. Doing so will afford them the opportunity to have a tabletop display in the meeting room and extensive time to meet the operator guests one-on-one.

Phase #2 will be to invite all LANJ operator members and prospects to attend the event. Doing so will afford them the opportunity to meet a wide selection of industry vendors at no cost in a nearby setting.

Legislative Committee Report

Sharenow said the TNC bill and the sales tax bill were not introduced to the New Jersey Legislature in its most recent legislation session. He advised LANJ would continue to lobby for its interests during the summer in preparation for the bills’ introduction in the upcoming session.

He noted that a remaining issue for the TNC bill is determining the entity that should conduct TNC driver background checks: the state police (as LANJ prefers) or the attorney general’s office.

Corelli commented that the TNC and sales tax bill postponements give TNCs a longer time to become entrenched which, he warned, will work against LANJ’s efforts.

Sharenow expressed special gratitude to Corelli and Epstein who joined him in many visits to lawmakers in Trenton this past June.

Membership Committee Report

- **LANJ Affiliate Membership**

Epstein said his committee recommends the addition of a new membership category for the Limousine Association of New Jersey, namely Affiliate Membership that would be open to any chauffeured transportation operating company that has its primary place of business outside the State of New Jersey.

The purpose of this Affiliate Membership is to forge and/or strengthen affiliate relationships between chauffeured transportation operating companies so located and LANJ Regular Active Members (operator members).

Affiliate Members are not entitled to hold an elective office in the association, vote in the annual board elections or participate in the voting process on any matter that is put up for vote to LANJ Regular Active Members and Allied Trade Members.

Dues for Affiliate Membership in the Limousine Association of New Jersey are \$500/year.

Should an operating company that has its primary place of business outside the State of New Jersey want to join the Limousine Association of New Jersey as a Regular Active Member, rather than as an Affiliate Member, it may do so. In this case, the company's annual dues will be the current rate for its fleet size and the company owner/manager will have all of the rights, e.g. elective office, voting, of a Regular Active Member.

A motion to approve the addition of the Affiliate Membership category for the Limousine Association of New Jersey as described above was made by Brodsky, seconded by Corelli and unanimously approved.

Epstein encouraged all board members to personally reach out to their own affiliates across the U.S. to invite them to participate in LANJ as Affiliate Members. Nelson promised to provide board members draft text for this communication.

- **Reduced Dues for One-Car Operators**

Epstein also said his committee recommends lowering the annual LANJ membership dues for one-car operators to \$150 from \$250. Annual dues for two-car to five-car operators would remain the same as current: \$250.

A motion to reduce the annual LANJ membership dues for one-car operators to \$150 from \$250 was made by Chirico, seconded by Gajda and unanimously approved.

Nelson advised promotion of Affiliate Membership and reduced dues for one-car operators will commence in September.

Social Media Committee Report

O'Neill said members of his committee will support the promotion of affiliate membership, reduced dues for one-car operators and the September 28 LANJ Vendor Appreciation Day on LANJ's social media pages.

He also reported that Membership Committee member Pat Charla has set up a RideSafeNJ page on Facebook that is intended for LANJ's TNC-related posts. He noted the page will be linked to LANJ.org when the redesigned website (still in progress) is completed.

He encouraged board members to take the time to like and share LANJ Facebook posts to significantly extend the reach of LANJ messaging.

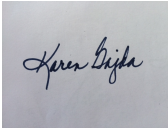
New Business

Sharenow said he has cancelled the scheduled August 17 board conference call and noted the next meeting of the LANJ board of directors will be held at 10 AM on September 28 prior to the LANJ Vendor Appreciation Day 12 PM-2 PM event.

A motion to adjourn the meeting was made by Rose, seconded by Chirico and unanimously approved.

The meeting was adjourned at 11:13 AM.

Submitted by:

A square image containing a handwritten signature in black ink. The signature appears to read "Karen Gajda".

Karen Gajda
Secretary

A handwritten signature in black ink that reads "Patricia Nelson".

Patricia Nelson
Executive Director