

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday October 2, 2019 * 10 AM – 11 AM
Minutes**

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

Attendees were: President **Jason Sharenow**, Secretary **Karen Gajda**, Treasurer **Barry Trabb** and PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Shady Azer**, **Johnny Donohue**, **Sam Emam**, **Bill Faeth**, **John Maziarz**, **Brian O'Neill**, and **Chris Weiss**; Executive Director **Patricia Nelson**.

Absent (excused) were Directors **Howard Gogel**, **Joe Gulino**, **David Seelinger** and **Jonathan Wilner**.

Absent (unexcused) were First Vice President **Tim Rose**, Second Vice President **Jeff Brodsky** and Director **Christian Stochholm**.

8/21/19 Conference Call Minutes

A motion to approve the 8/21/19 conference call minutes as submitted was made by Trabb, seconded by Azer and unanimously approved.

Financial Report

Trabb reported the LANJ bank balance was \$202,632.

PAC Report

Corelli said the balance in the PAC account was \$1,634.

President's Report

- **2019 Chauffeur Driven Show**
Sharenow said LANJ would have a booth on the exhibit floor at the 2019 Chauffeur Driven Show being held in Boston on October 13-16.
- **LANJ Auction Item for 2019 Chauffeur Driven Show Charity Auction**
Sharenow said the LANJ board of directors once again would be donating a gift card "tree" as an auction item for the 2019 Chauffeur Driven Show Charity Auction (this year to benefit Ronald McDonald House Charities) and asked the directors for their contributions.
- **2019 LCT East Show**
Sharenow confirmed that LANJ would not be hosting a membership meeting at the 2019 LCT East Show (November 3-5 in Atlantic City) but did plan to staff a booth for the organization on the show floor.
- **2019 Holiday Party**
In lieu of a Fall membership meeting, Sharenow said LANJ would host a holiday party in conjunction with the Philadelphia Regional Limousine Association. He indicated the date and venue still were to be determined.

- **GGTI Invitation**

Sharenow advised he soon would officially decline the invitation for LANJ to join the newly formed Global Ground Transportation Institute (GGTI) as decided on the 8/21/19 board conference call.

- **3rd Annual LANJ Golf Outing**

Sharenow commended Gulino for his outstanding work to organize and produce the 3rd Annual LANJ Golf Outing which turned out to be a rousing success.

Executive Director's Report

- **Membership Status**

As of 10/1/19, LANJ had 153 members including:

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

The 153 total includes 97 operator, 18 affiliate and 38 supplier members.

- **2020 Annual Renewals**

The first renewal notices for those members who pay their dues on a calendar basis (January 1 – December 31) will be sent out on 11/1/19. Additional notices will be sent monthly thereafter as needed.

- **LANJ Exhibit Booth at 2019 Chauffeur Driven Show**

Board members were requested to volunteer for one hour to help Nelson staff the LANJ exhibit booth at the 2019 Chauffeur Driven Show.

Membership Committee Report

- **Options Plus Program**

Trabb said the committee wants a full-blown Options Plus presentation to be made at the first membership meeting in 2020.

- **Recruitment Initiatives**

Trabb advised that operator and affiliate memberships would be offered at the upcoming Chauffeur Driven and LCT East Shows at a 20% discount with Chauffeur Driven, Chosen Payments and Complete Fleet Livery Sales reimbursing LANJ for the 20% differential.

Golf Outing Committee Report

In Gulino's absence, Sharenow called the directors' attention to the revenue summary for the 3rd Annual LANJ Golf Outing, an unprecedented \$66,110 total.

Public Relations Committee Report

Trabb once again encouraged the directors to like and share the social media postings that are being produced in support of the LANJ-sponsored "Be Driven Safely" program.

Legislative Committee Report

Sharenow advised that at a recent meeting with Port Authority of New York and New Jersey personnel, Limousine Association of New Jersey (LANJ) leaders learned the following changes are being planned by the Port Authority for commercial vehicles dropping off and picking up at Newark Liberty International Airport, LaGuardia Airport and John F. Kennedy International Airport:

- * Beginning October 1, 2020, a \$2.50 fee will be imposed on livery plated vehicles and TNCs for pick-ups and drop-offs. The fee for taxis will start at \$1.25 and be ramped up to \$1.75 in a few years.
- * How the policing of fee collection will be done has yet to be determined but the Port Authority Police Department will be involved in the enforcement of delinquent accounts.
- * At this point, there are no plans for any hardware or infrastructure to collect the fees. There are no plans to use separate transponders, EZPass tags or toll-by-plate systems if the planned program works.
- * Fees will be collected by company-supplied post-trip data...that is, data from livery companies' back-office software. TNC data will be provided by automated feed.
- * The Port Authority is upgrading facilities, including restroom trailers, a meditation trailer and washroom and increased access to food trucks, for commercial vehicle drivers at the three airports.

Limousine Association of New Jersey leaders, along with the organization's legal counsel and lobbying professionals, are continuing the dialogue with Port Authority managers about these changes and others that affect the chauffeured car industry.

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

The meeting was adjourned at 10:53 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director