

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday October 18, 2017 * 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**, Second Vice President **Jeff Brodsky**, Secretary **Karen Gajda** and PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Howard Gogel**, **Scott Greenwald**, **Joe Gulino**, **John Maziarz**, **Brian O'Neill**, **Michael Renahan**, **Bob Schiavo**, **Christian Stochholm**, **Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Directors **Sam Emam**, **Steve Rhoads**, **Tim Rose**, **David Seelinger** and **Eddie Somers**.

9/13/17 Board Conference Call Minutes

A motion to approve the 9/13/17 board conference call minutes as presented was made by Corelli, seconded by O'Neill and unanimously approved.

Financial Report

Epstein said the LANJ bank balance was \$148,950 with two outstanding payables.

Corelli advised the PAC bank balance was \$600.

President's Report

Sharenow confirmed the 1st Annual LANJ Golf Outing, held on September 18 at the Cherry Valley Country Club in Skillman, was a resounding success. He noted that negotiations with the club are proceeding for the 2nd Annual Outing that tentatively is planned for next year on September 17.

He also confirmed that, of the funds raised by the outing, \$5,000 was donated to the Police Unity Tour and \$7,310 was donated to The Salvation Army for Florida and Texas hurricane relief.

Executive Director's Report

- **Membership Status**

As of 10/17/17, LANJ had 153 members including:

- 87 paid through 12/31/17 or after
- 8 paid 1/1/17 but pre-12/31/17
- 58 paying monthly by credit card.

The 153 total includes 103 operator, 13 affiliate and 37 supplier members.

- **Renewals, Fall 2017 Operator Membership Drive and 2017-18 Vendor Member Discount/Special Offer Program Expansion**

Nelson advised that she currently is implementing calendar year renewals (46), the Fall 2017 Operator Membership Drive (which will include onsite solicitation at the 2017 LCT/NLA Show East and e-blast solicitations) and preparing for the 2017-18 Vendor Member Discount/Special Offer Program expansion (in conjunction with Membership Committee members).

- **Board Member Coverage: LANJ Booth at 2017 LCT/NLA Show East**

Nelson requested board member volunteers to join her at the LANJ booth at the 2017 LCT/NLA Show East for the purpose of recruiting new members to the association. Several board members agreed to do so.

Membership Committee Report

- **Cadillac and Ford Renewals**

Epstein said that payment for the Cadillac Professional Vehicles' and Ford and Lincoln Limousine & Livery Vehicles' 2017-18 renewal memberships is considered included in each company's respective \$5,000 sponsorship of the 1st Annual LANJ Golf Outing held on September 18.

- **Status Report: South Jersey Event and Operator Recruitment**

Epstein also said that Corelli and Schiavo anticipate organizing and hosting another event for South Jersey operators within the next 60 days.

- **Game Plan: Fall 2017 Operator Membership Drive**

Epstein advised the following special offers will be extended to operators who join LANJ for the first time this fall:

- \$50 gift card to one-car operators (thus making \$100 their dues for year #1)
- \$100 discount and \$50 gift card to 2 + vehicles operators (thus making \$150 total discount for year #1 dues)
- \$100 gift card to affiliates (thus making \$400 their dues for year #1)

He also noted that Chauffeur Driven, Chosen Payments and Complete Fleet Livery Sales would once again pay the difference to LANJ in each case including the gift card processing fees.

Golf Outing Committee Report

O'Neill announced the Cherry Valley Country Club (venue for the 1st Annual LANJ Golf Outing) has invited LANJ to have two of its members participate in the club's Golf Outing Coordinators Appreciation Day on November 13 and asked if any board members had the interest and availability to attend.

Legislative Committee Report

Sharenow said that November 1 would be the deadline for the New Jersey Attorney General's office to enumerate the background check procedures for transportation network companies (TNCs) such as Uber and Lyft. Should the Attorney General not be forthcoming with this information, the decision will be punted to the New Jersey State Police for their determination.

He also noted that the current Attorney General is likely to leave office in January (given the anticipated change in administration) so, despite the above, 2018 could bring a different ruling from the one announced in 2017.

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

The meeting was adjourned at 10:58 AM.

Submitted by:

A handwritten signature in black ink that reads "Patricia Nelson". The signature is written in a cursive, flowing style.

Patricia Nelson
Executive Director