

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday November 15, 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 Brodsly**, Secretary **Karen Gajda** and PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Sam Emam**, **Brian O'Neill**, **Michael Renehan**, **Christian Stochholm**, **Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Directors **Howard Gogel**, **Scott Greenwald**, **Joe Gulino**, **John Maziarz**, **Tim Rose**, **Bob Schiavo** and **Eddie Somers**.

Absent (unexcused) were Directors **Steve Rhoads** and **David Seelinger**.

Moment of Silence

Sharenow called for a moment of silence in memory of Dawson Atlee Rutter III, son of Commonwealth Worldwide Executive Transportation owner Dawson Rutter.

10/18/17 Board Conference Call Minutes

A motion to approve the 10/18/17 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 \$150,831 with one outstanding payable.

Corelli advised the PAC bank balance was \$628.

President's Report

- **Gift Card Tree for Chauffeur Driven Charity Auction**
Sharenow said the "gift card tree" donated by the LANJ board of directors and valued at \$1,025 was sold for the high bid of \$825 at the Chauffeur Driven Charity Auction held on October 24 in Orlando.
- **11/6/17 LANJ Breakfast Meeting**
Sharenow indicated the LANJ breakfast meeting, held on November 6 at Harrah's Atlantic City, turned out to be a well-attended event with approximately 85 guests present for the 8 AM get-together.

- **2nd Annual LANJ Golf Outing**

Sharenow advised the 2nd Annual LANJ Golf Outing had been slated for Monday September 17, 2018. The cost per golfer will be increased slightly, as anticipated, from \$112/person to \$122/person. LANJ has guaranteed 80 golfers for the event.

A motion to sign the contract with Cherry Valley Country Club for the 2nd Annual LANJ Golf Outing to be held on September 17, 2018 was made by O'Neill, seconded by Corelli and unanimously approved.

- **Public Relations Firm Resignation**

Sharenow said he received notification that The Marcus Group, the public relations firm that periodically has worked for LANJ over the past several years, had resigned the account. He indicated that he and Epstein would source alternative firms for engagement.

Executive Director's Report

- **Membership Status**

As of 11/14/17, LANJ had 164 members including:

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

The 164 total includes 109 operator, 17 affiliate and 38 supplier members.

- **2018 Membership Renewals**

First renewal notices to the 46 members who pay dues on the calendar year were mailed on November 1. To date, nine or 19.6% have renewed their memberships for 2018. Second notices will be mailed on December 1 to those who haven't responded by that date.

- **Membership Recruitment at 2017 LCT/NLA Show**

Onsite membership recruitment (which promoted discounts and gift card giveaways) at the recent 2017 LCT/NLA East Show netted nine new membership applications: six operators and three affiliates. Of these, eight have been processed and one is pending awaiting credit card information.

Membership Committee Report

- **2017-18 Vendor Member Discount/Special Offer Program**

Epstein said the committee is making a concerted effort to attract more vendor members' participation in the LANJ Vendor Member Discount/Special Offer Program. An invitation to those not currently involved will be sent out on 12/4/17 and follow-up calls will be made during the week of 12/11/17.

- **Game Plan: Fall 2017 Operator Membership Drive**
Nelson advised that in December she would conduct an e-blast promotion to LANJ's operator prospects extending the \$50-\$150 discount offer (same as promoted at the 2017 LCT/NLA Show East).
- **Program for 1/17/18 LANJ General Meeting**
Epstein said the committee shortly would begin planning the program for the scheduled 1/17/18 LANJ general meeting that will be held in Princeton. He noted that the committee wants to be especially sure to design an agenda that will appeal to small operators in order to attract them to attend the meeting and receive the real take-home value from their LANJ membership.
- **NLA President Gary Buffo As Potential Speaker for Future LANJ Meeting**
Epstein said he would follow up on NLA president Gary Buffo's offer to speak at a LANJ meeting in the near future.

Legislative Committee Report

Sharenow said that, although November 1 was 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, no word has been forthcoming.

Sharenow also advised that he has not received any updated information from the Port Authority of New York & New Jersey regarding potential airport changes.

New Business

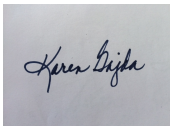
Insurance Dictate on Hiring Inexperienced Drivers

Stochholm said his insurance provider recently informed him that they no longer would approve his hiring inexperienced drivers for his company. He said operators – especially small operators – have to fight this as such a requisite could potentially force them out of business. Sharenow indicated that the Legislative Committee would address the issue.

A motion to adjourn was made by Gajda, seconded by O'Neill and unanimously approved.

The meeting was adjourned at 10:58 AM.

Submitted by:



Karen Gajda
Secretary



Patricia Nelson
Executive Director