

**Limousine Association of New Jersey  
Board of Directors Conference Call  
Wednesday November 20, 2019 \* 10 AM – 11 AM  
Minutes**

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

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

Absent (excused) were PAC Chair **Pete Corelli**, Directors **Sam Emam**, **Bill Faeth**, **Joe Gulino** and **David Seelinger**

Absent (unexcused) was Second Vice President **Jeff Brodsly**.

**10/2/19 Conference Call Minutes**

**A motion to approve the 10/2/19 conference call minutes as submitted was made by O'Neill, seconded by Trabb and unanimously approved.**

**Financial Report**

Trabb reported the LANJ bank balance was \$218,725.

**President's Report**

- **2019 Holiday Party**

Sharenow confirmed LANJ would host a holiday party with the Philadelphia Regional Limousine Association and the Long Island Transportation Association at Fernandes Steak House in Newark on Monday December 9. He said four sponsorships at \$500/each and one sponsorship at \$1,000 would be made available on a first-come, first-served basis. Association members would be charged \$50/person and non-association members would be charged \$80/person to attend.

- **Credit Card Processing Issue**

Sharenow advised a system error prompted more than 100 LANJ credit card transactions to not actually be debited from late July until early November. Those affected were notified and the transactions have been processed to collect the funds owed. The error is not expected to recur. No credit card numbers were compromised.

## **Executive Director's Report**

- **Membership Status**

As of 11/17/19, LANJ had 150 members including:

- 7 paid through 12/31/20
- 68 paid through 12/31/19 but pre-12/31/20
- 14 paid post-1/1/19 but pre-12/31/19
- 61 paying monthly by credit card

The 150 total includes 92 operator, 21 affiliate and 37 supplier members.

- **2020 Annual Renewals**

The first renewal notices for the 39 members who pay their dues on the calendar basis (January 1 – December 31) were sent out on 11/1/19. Seven or 17.9% have renewed to date. Second notices to those yet to respond will be sent out on 12/1/19.

## **Membership Committee Report**

- **Recruitment Results at CD and LCT Shows**

Trabb advised three new affiliate members were recruited at the Chauffeur Driven Show in Boston in mid-October and one very delinquent renewal was finally received at the LCT East Show in Atlantic City in early November.

- **Gift Card "Tree" for Chauffeur Driven Charity**

Trabb said the \$1,000 valued gift card "tree" assembled with LANJ board and committee member donations was auctioned for \$1,400 at the Chauffeur Driven charity event that was held on October 15 to benefit Ronald McDonald Charities.

- **1/29/2020 Luncheon Meeting**

Trabb said the NJHA Conference & Event Center had been engaged for the 1/29/2020 LANJ luncheon meeting. Principals from Options Plus and LANJ's social media firms A Focused Advantage and Red Root Marketing are expected to make presentations at the meeting.

- **3/18/2020 Luncheon Meeting**

Trabb indicated he would contact Bill Fellbaum at Brogan Cadillac to see if the dealership would once again host the March membership meeting.

- **Status Report: LANJ E-News Redesign**

Trabb advised **LANJ E-News** will introduce its new Constant Contact design with the 1/14/2020 issue.

## **Golf Outing Committee Report**

In Gulino's absence, Sharenow commented on the 2019 outing's success and indicated the 2020 event likely would be held at the same venue.

**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. He also said that the two firms that have taken on LANJ's work for this are doing a great job.

**Legislative Committee Report**

Sharenow advised a bill sponsored by New Jersey Senate president Steve Sweeney that reclassifies independent contractors as employees has cleared the New Jersey General Assembly and the New Jersey Senate on second reading and, if it goes to the floor, likely will pass with bi-partisan support.

Sharenow also said he has a meeting scheduled for 12/2/19 with the New Jersey Commissioner of Labor regarding the five segments of New Jersey employees, including those in the transportation industry, who are misclassified. The meeting is intended to reiterate the chauffeured transportation industry's position on classification and explain how chauffeured transportation companies treat their employees.

**A motion to adjourn the call was made by Trabb, seconded by O'Neill and unanimously approved.**

The meeting was adjourned at 11:07 AM.

Submitted by:

Karen Gajda  
Secretary

Patricia Nelson  
Executive Director