

**Limousine Association of New Jersey  
Board of Directors Conference Call  
Wednesday November 23, 2016 \* 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**; Directors **Anthony Azara**, **Barbara Chirico**, **Pete Corelli**, **Howard Gogel**, **Scott Greenwald**, **John Maziarz**, **Brian O'Neill**, **Michael Renahan**, **Steve Rhoads**, **Bob Schiavo**, **Eddie Somers**, **Christian Stochholm** and **Barry Trabb**; executive director **Patricia Nelson**.

Absent (excused) were Directors **Tim Rose** and **Chris Weiss**.

Absent (unexcused) were Secretary **Karen Gajda** and director **David Seelinger**.

**7/27/16 Board Meeting Minutes**

**A motion to approve the 7/27/16 board call minutes as presented was made by Chirico, seconded by O'Neill and unanimously approved.**

**9/28/16 Board Meeting Minutes**

**A motion to approve the 9/28/16 board meeting minutes as presented was made by Chirico, seconded by Gogel and unanimously approved.**

**Financial Report**

Epstein advised the LANJ bank balance was \$74,878 with no outstanding payables.

Corelli reported the PAC bank balance was \$2,700.

**President's Report**

- **LANJ Education and Social Media Committees**

Sharenow said a conference call meeting would be scheduled shortly for the Education Committee to plan the 1/18/17 LANJ general meeting.

He also said the LANJ Social Media Committee soon would be rebranded as the LANJ Communications Committee. The next committee conference call would be scheduled as soon as possible.

- **In Memory of Kay Hoskins**

Sharenow advised that a donation in the memory of LANJ board member Kay Hoskins had been made to the North Shore Animal League (as suggested by her family).

- **Board Seat Transitions**

Sharenow announced the resignation of long-time LANJ board member Barbara Chirico of Gem Limousine Worldwide and thanked her for her years of dedicated service and support.

He added that Joe Gulino, also of Gem Limousine Worldwide, had expressed interest in joining the LANJ board of directors.

**A motion to accept the resignation of Barbara Chirico from the LANJ board of directors and welcome the addition of Joe Gulino to the LANJ board of directors was made by Stochholm, seconded by Trabb and unanimously approved.**

Sharenow also said that board member Brian O'Neill, who recently changed employment from Wolfington Body Company to Grech Motors, would continue his LANJ directorship.

- **Potential Reformation of LANJ Board of Directors**

Sharenow advised that board meeting/call attendance had become an issue that needs to be addressed. He asked that all board members think about the future of the LANJ governance body and his/her own ability and interest to be actively engaged.

He suggested the potential of creating a new category of board participation that would permit those directors who cannot be active in the board's day-to-day business to serve in an advisory capacity instead. He indicated he intends to work with the Executive Committee to have a revised board structure in place by the 1/18/17 board meeting.

## **Executive Director's Report**

- **Membership Status**

As of 11/18/16, LANJ had 145 members including:

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

The 145 total includes 96 operator, 8 affiliate and 41 supplier members.

- **2017 Renewals**

Renewal notices were sent by USPS on November 1 to those members who pay their annual dues on the calendar year. Of the 44 total to be renewed, 11 or 25% had renewed as of 11/18/16.

A second renewal notice will be sent out on December 1 to those who are still to renew for the coming year. Additional notices will be sent out monthly as needed through March 1.

- **Fall 2016 New Member Recruitment Promotion**

The Fall 2016 new recruitment program (\$50-\$150 discount offer) netted three new operator memberships. This number can be compared to 17 and 13 new memberships recruited from similar efforts in Fall 2015 and Fall 2014, respectively.

Because this year's program targeted the same prospects as previous years, Nelson posited the prospect list has been worn through. Brodsky agreed saying his telemarketers had drawn the same conclusion from the results (or lack of results) of their calls.

Nelson promised to revitalize the prospect list in 1Q 2017 for the potential of a Spring 2017 recruitment program.

- **2017 LANJ Calendar**

Review and discussion prompted confirmation of the meeting/conference call dates for 2017 LANJ general meetings and board of directors meetings and conference calls.

## **Membership Committee Report**

- **Recap and Evaluation: 9/28/16 Vendor Member Appreciation Day**

Epstein reported the committee members agreed that the first "LANJ Vendor Member Appreciation Day," held on September 28, went well and should be staged again in the future. There were 102 attendees including 45 operators (45.1%) and 56 vendors (54.9%). Twenty-seven vendor member companies participated as exhibitors.

- **Status Report: Affiliate Membership Promotion Plan**

Epstein asked for the board members to push for affiliate membership with their own affiliates.

- **Alternative Offer (of Affiliate Membership) for Nine Current Non-New Jersey Regular Operators**

Epstein advised his committee had agreed that the nine current non-New Jersey regular operator members should be advised that, if they would like, they can choose affiliate membership instead of regular membership. He noted that their doing this would mean a significant reduction in dues for seven of them. Nelson said she would communicate this option to the affected members as soon as possible.

**Legislative Committee Report**

Sharenow said LANJ's lobbying with New Jersey legislators to create parity between chauffeured transportation companies and transportation network companies (TNCs) continues unabated.

He confirmed that two bills that are the focus of these efforts are in play currently. The "TNC Bill" (A-3695/S-2179) that establishes the framework for how TNCs operate and conduct background checks has bi-partisan support in the New Jersey Assembly and Senate. The "Limo Bill" (A-3696/S-2315) proposes to eliminate the sales tax on service and adjust insurance requirements.

Importantly, he advised LANJ's lobbying firm Kaufman Zita Group is monitoring all related matters very carefully and has remained on point throughout LANJ's ongoing fight for the chauffeured transportation industry in New Jersey.

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

The meeting was adjourned at 11:03 AM.

Submitted by:



Jason Sharenow  
President



Patricia Nelson  
Executive Director