

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday November 28, 2018 * 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**, PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Sam Emam**, **Howard Gogel**, **Scott Greenwald**, **Joe Gulino**, **John Maziarz**, **Brian O'Neill**, **Tim Rose**, **Bob Schiavo**, **David Seelinger**, **Christian Stochholm** and **Barry Trabb**; Executive Director **Patricia Nelson**.

Absent (excused) were Directors **Michael Renehan**, **Steve Rhoads**, **Eddie Somers** and **Chris Weiss**.

10/17/18 Board Conference Call Minutes

A motion to approve the 10/17/18 board conference call minutes as submitted was made by Corelli, seconded by Gulino and unanimously approved.

Financial Report

Epstein reported the LANJ bank balance was \$150,960 with one outstanding payable (\$800).

Corelli said the PAC bank balance was \$843.

President's Report

- **Changes to LANJ Board of Directors**

Sharenow announced that because Epstein had recently sold his company Royal Coachman Worldwide, Epstein would be stepping down from the LANJ board at the end of January. His departure will leave vacancies for 1st vice president, treasurer and Membership Committee co-chair positions.

Sharenow said Schiavo had just tendered his immediate resignation from the board due to health reasons. His departure leaves a vacancy on the Membership Committee.

He reiterated his previous announcement that Renehan also had resigned from the board – effective in January.

Sharenow advised several members -- namely Shady Azer, vice president of operations at Concorde Worldwide, and Jonathan Wilner, owner of A. Harrington Limousine Service -- have indicated interest in joining the 2019 LANJ board of directors.

- **Support for Greater California Livery Association**

Sharenow said the members of the Greater California Livery Association are in “the fight of their lives” because of threatened changes at the Los Angeles International Airport (LAX) that would prohibit operators to pick up their passengers in baggage claim and curbside. He indicated this potential, if realized, would be sure to wreak similar changes at airports across the country.

A motion to approve a \$2,000 contribution to the GCLA to support their legal expenses for combatting the proposed changes (as described above) at the Los Angeles International Airport was made by Corelli, seconded by Gogel and unanimously approved.

Executive Director’s Report

- **Membership Status**

As of 11/26/18, LANJ had 156 members including:

- 87 paid through 12/31/18 or after
- 7 paid post 1/1/18 but pre-12/31/18
- 62 paying monthly by credit card.

The 156 total includes 104 operator, 16 affiliate and 36 supplier members.

- **Renewals for Annual Remittance Members**

The first renewal notices for 2019 membership were mailed in mid-November to those members who pay their dues annually. Notices will continue to be sent as needed each month through March 2019.

Renewal confirmation packages, including a cover letter, new certificate of membership, list of LANJ affiliate members, description of LANJ discounts/special offer programs and an explanation of The LANJ Line, are sent to renewing members upon renewal receipt. Similar packages also will be sent in early January to those members who pay their dues monthly by credit card. Similar packages are sent to all new members upon their joining the Limousine Association of New Jersey.

Membership Committee Report

- **Potential New Savings Program for Members**

Epstein advised that the Membership Committee had recommended LANJ offer Options Plus, a savings program for dental, vision, legal and other services, to members. Discussion prompted agreement that the Options Plus sales representative would be invited to the January 30 in-face board meeting to explain the program in detail and respond to board members’ questions.

- **Program for 1/30/19 Luncheon Meeting**

Epstein confirmed that the roundtable discussion program planned for the January 2018 general membership meeting that was cancelled due to inclement weather would be featured at the 1/30/19 meeting. The program is being planned especially for the benefit of small and mid-size operator members and potential members.

Golf Outing Committee Report

Gulino said he soon would be contacting Cherry Valley Country Club, site of the 2017 and 2018 LANJ Golf Outings, and other country clubs to determine the best venue for the 2019 event.

Public Relations Committee Report

Gogel announced BeSafeRides.com has gone live on the Internet, Facebook, Twitter and other social media outlets. He received confirmation from Seelinger that he could be interviewed by a recognized social media influencer on an upcoming podcast intended to promote BeSafeRides.com and its messaging.

Legislative Committee Report

Sharenow said action for an increase in the minimum wage for New Jersey employers now is “in high gear.” Although a bill has yet to be put forward, it is thought that such will be forthcoming shortly with passage likely before 12/31/18. He indicated that LANJ’s lobbyists are making their voices heard on the issue, most especially to retain the tip credit that is all-important to the chauffeured transportation and other service industries.

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

The meeting was adjourned at 11:26 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director