

**Limousine Association of New Jersey
Board of Directors Conference Call Meeting
Wednesday December 16, 2020 * 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**, Treasurer **Barry Trabb** and PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Shady Azer**, **Johnny Donohue**, **Jay Erlich**, **Bill Faeth**, **Howard Gogel**, **Joe Gulino**, **John Maziarz**, **Christian Stochholm** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) was Director **Jonathan Wilner**.

Absent (unexcused) were Second Vice President **Jeff Brodsky**; Directors **Mike Marroccoli**, **Brian O'Neill** and **David Seelinger**.

10/21/20 Board Meeting Minutes

A motion to approve the 10/21/20 board meeting minutes as presented was made by Trabb, seconded by Corelli and unanimously approved.

Financial Report

Trabb advised the bank balance was \$172,311 with no outstanding payables.

Corelli said the PAC bank balance was \$3,200.

Executive Director's Report

- **Membership Status**

As of 12/15/20, the LANJ membership roll totaled 137, including:

- 31 paid through 12/31/20
- 49 paid through 12/31/19 but pre-12/31/20
- 2 paid post-1/1/19 but pre-12/31/19
- 55 paying monthly

The 137 total includes 83 operator, 21 affiliate and 33 supplier members.

- **Dues Suspension**

In late March 2020, because of the COVID-19 crisis, the Limousine Association of New Jersey announced membership dues collection would be suspended for 90 days beginning April 1. Additionally, the pronouncement indicated the suspension would be evaluated near the end of that time to determine if it should be extended for a longer period.

That evaluation was made and the suspension of LANJ dues collection then was extended through September 30. A similar decision later was made to extend the dues suspension until December 31.

Important to note: This suspension means that no renewal activity has been implemented since mid-March 2020 (impacting the second and third groups of the membership roll [see above]). It also means that no credit card charges for monthly payments have been made (impacting the fourth group of the membership roll). And, now, it means that annual renewals – normally sought beginning November 1 for the coming year –are not being pursued on schedule.

It remains to be seen what companies on the roll continue to be viable and, of those that are, which will choose to retain membership once dues payments are once again required.

- **2021 Calendar of Events**

The DRAFT 2021 LANJ calendar of events was included in the meeting materials for the directors' review.

The non-LANJ events shown are the only ones announced on industry organization websites as of 12/15/20.

As noted, all dates and events are subject to change.

President's Report

- **Dues Suspension Continuation**

After discussion, it was agreed to continue LANJ dues suspension for the first quarter 2021 and in late March reevaluate if it should be extended for an additional time period.

- **Potential Golf Outing**

Discussion prompted agreement that a golf outing fundraiser, such as was held so successfully in 2019, will be considered for 2022.

- **January 2021 Membership Meeting**

Sharenow said he is planning that LANJ will host a virtual membership meeting in late January 2021 at which time members will be asked to ratify the slate of candidates for the 2021 LANJ Board of Directors.

- **Legislative Matters**

Sharenow focused on the recently released document “Privilege Permit – For-Hire Vehicle (FHV) Services” by The Port Authority of New York and New Jersey and its primary stipulations for chauffeured transportation companies and other ground transportation entities accessing John F. Kennedy International Airport (JFK), LaGuardia Airport (LGA) and Newark Liberty International Airport (EWR), specifically:

- **Initial fee:** \$5,000 - \$200,000 based on average number of monthly pick-ups in the last six months of operations (it now remains to be seen if this is a one-time, annual or periodic fee)
- **Per Trip Access Fee** - \$2.50 per trip for each pick-up and drop-off;
- **Required Security Deposit or Letter of Credit** – Amount equal to estimated access fees for three months of projected operations; and
- **\$5 million commercial automobile liability insurance**

The “Privilege Permit” is expected to become effective on April 1, 2021.

Sharenow said he would be meeting with attorney Matthew Daus, partner at Windels Marx in New York and chair of the firm’s Transportation Practice Group, and Ira Goldstein, executive director of the Black Car Assistance Corporation (BCAC), immediately following the LANJ board call to discuss the “Privilege Permit” and, potentially, to form a coalition of mutual interests regarding the matter. He stressed that “we will do what we have to do to ensure LANJ is properly represented” but noted that the stipulations of the “Privilege Permit” document are “written in stone” so changes will have to be executed by rider.

Erlach recommended that the “Privilege Permit” issues be presented to the LANJ membership at the January 2021 meeting along with an explanation of what LANJ is doing to protect their companies.

- **2021 LANJ Board of Directors**

Sharenow said, if any current LANJ board member would like to step down from the governance body and not be included on the 2021 slate of candidates, he/she should notify him now. He also asked all current directors who want to remain on the board for the coming year to advise him in writing at this time.

The meeting was adjourned at 11:00 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director