

**Limousine Association of New Jersey  
Board of Directors Conference Call  
Wednesday December 18, 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**, Treasurer **Barry Trabb** and PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Shady Azer**, **Bill Faeth**, **Howard Gogel**, **Brian O'Neill**, and **Chris Weiss**; Executive Director **Patricia Nelson**.

Absent (excused) were Directors **Johnny Donohue**, **Sam Emam**, **Joe Gulino**, **John Maziarz**, **Christian Stochholm** and **Jonathan Wilner**.

Absent (unexcused) was Second Vice President **Jeff Brodsly** and Director **David Seelinger**.

**11/20/19 Conference Call Minutes**

**A motion to approve the 11/20/19 conference call minutes as submitted was made by Trabb seconded by O'Neill and unanimously approved.**

**Financial Report**

Trabb reported the LANJ bank balance was \$214,343.

Corelli said the PAC bank balance was \$1,913.

**President's Report**

- **January 29 Meeting: 2020 Board of Directors and Officers Election**  
Sharenow reminded the directors that the next LANJ board meeting would be held at 10 AM on Wednesday January 29 at the NJHA Conference & Event Center in Princeton. The membership meeting will follow immediately at 12 Noon.

The election of LANJ 2020 directors and officers will take place at the morning meeting and the ratification by members of the board slate will take place at the afternoon event.

Sharenow requested that all board members who wish to remain on the LANJ governing body for the coming year advise him in writing by 12/31/19.

- **Dissolution of Relationship with DriveProfit**  
Sharenow advised that the relationship with DriveProfit, the company that has hosted the LANJ website and provided **LANJ E-News** publishing for a number of years, would be dissolved as of 12/31/19. DriveProfit's Platinum Sponsorship, which had been given in trade for their services, also would expire at that time.

He also advised that he had signed a new website hosting agreement with InMotion Hosting and said **LANJ E-News** would be published via Constant Contact going forward.

- **2019 LANJ Holiday Party**

Sharenow commented that the holiday party held by LANJ in conjunction with the Philadelphia Regional Limousine Association and the Long Island Transportation Association was a “home run” with close to 90 industry members in attendance. Given its success, he indicated another such gathering would be planned for December 2020.

### **Executive Director’s Report**

- **Membership Status**

As of 12/16/19, LANJ had 144 members including:

- 16 paid through 12/31/20
- 61 paid through 12/31/19 but pre-12/31/20
- 10 paid post-1/1/19 but pre-12/31/19
- 57 paying monthly by credit card

The 144 total includes 87 operator, 21 affiliate and 36 supplier members.

- **2020 Annual Renewals**

Nelson reported that, to date, 16 or 41.0% of the 39 members who pay their dues on a calendar basis (January 1 – December 31) have been renewed. Third renewal notices to those yet to respond will be sent out on 1/1/20.

- **2019 Rebate from National Limousine Association**

A 2Q and 3Q 2019 rebate of \$163 from the National Limousine Association has been received. Added to the \$4,405 4Q 2018 and 1Q 2019 rebate received earlier this year, the 2019 NLA total rebate to LANJ is \$4,568. This compares to a total of \$8,475.25 received from the NLA in 2018.

The rebate represents 20% of NLA dues, new members and renewals, paid to the National Limousine Association by LANJ members.

- **Proposed Calendar of Events**

Discussion prompted agreement on the dates for 2020 LANJ meetings and conference calls.

### **Membership Committee Report**

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

Trabb said principals from Options Plus and LANJ’s social media firms A Focused Advantage and Red Root Marketing would make presentations at the 2020 kick-off meeting.

- **Issue: Declining Membership**

Trabb advised the Membership Committee has concern about declining operator membership and plans to design and execute a recruitment campaign to turn it around.

**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.

**Legislative Committee Report**

Sharenow said he, Gogel and LANJ’s lobbyists recently have had several meetings with the New Jersey Commissioner of Labor about the misclassification of workers, i.e. independent contractor *vis a vis* employee. New Jersey, which has a definitive test to determine worker classification, wants to educate the public on the cost of misclassification and, as part of this, have LANJ participate in the state’s public relations campaign on the issue.

**A motion to adjourn the call was made by Gogel, seconded by Azer and unanimously approved.**

The meeting was adjourned at 11:04 AM.

Submitted by:

Karen Gajda  
Secretary

Patricia Nelson  
Executive Director