

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday December 20, 2017 * 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** and PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Sam Emam**, **Howard Gogel**, **Scott Greenwald**, **Joe Gulino**, **Brian O'Neill**, **Bob Schiavo**, **Eddie Somers**, **Christian Stochholm**, **Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Directors **Michael Renehan**, **Tim Rose** and **David Seelinger**.

Absent (unexcused) were Directors **John Maziarz** and **Steve Rhoads**.

11/15/17 Board Conference Call Minutes

A motion to approve the 11/15/17 board conference call minutes as presented was made by Corelli, seconded by Gogel and unanimously approved.

Financial Report

Epstein said the LANJ bank balance was \$153,275 with no outstanding payables.

Corelli advised the PAC bank balance was \$767.

President's Report

- **2018 LANJ Board Election and Ratification**
Sharenow advised the 2018 LANJ board of directors' and officers' election would take place at the January 17, 2018 10 AM board meeting that will be held at the NJHA Conference and Event Center in Princeton. The ratification of the board and officer slates will take place at the subsequent 12 Noon general meeting. He asked that any current board member who wants to make a change to his/her board status advise him accordingly prior to January 17.
- **2018 LANJ Calendar**
Sharenow called the directors' attention to the 2018 LANJ calendar that was included in the meeting materials. He noted that, due to conflicts with other industry events, several LANJ meetings and conference calls are scheduled for dates other than 10 AM on the third Wednesday of the month.

- **Potential LANJ “Ride Responsibly” Social Media Campaign in New Jersey**
Sharenow announced that he and Epstein recently have discussed the potential of LANJ conducting a social media campaign in New Jersey akin to the National Limousine Association’s “Ride Responsibly” program. He noted that such a campaign likely would be a \$15,000-\$20,000 expenditure for LANJ.

Gogel said that, if such a campaign is taken on, he recommends the messaging emphasize what chauffeured transportation companies do right. Corelli expressed agreement with this tactic. Greenwald voiced his opinion that what TNCs do wrong also should be communicated.

Sharenow said he and Epstein had begun searching for a social media-savvy firm that could manage this kind of program for LANJ but they had yet to identify any suitable candidates. Discussion prompted agreement that a committee should be formed to direct and manage this endeavor. Corelli, Emam, Gogel, Greenwald, Gulino, Trabb and Weiss quickly volunteered to serve as the committee’s members.

Executive Director’s Report

- **Membership Status**

As of 12/18/17, LANJ had 162 members including:

- 97 paid through 12/31/17 or after
- 6 paid 1/1/17 but pre-12/31/17
- 59 paying monthly by credit card.

The 162 total includes 108 operator, 17 affiliate and 37 supplier members.

- **2018 Membership Renewals**

Second renewal notices to the 46 members who pay dues on the calendar year were mailed on December 1. To date, 29 or 63.0% have renewed their memberships for 2018. Third notices will be mailed on January 1 to those who haven’t responded by then.

A renewal confirmation letter along with the company’s 2018 membership certificate and the list of affiliate members is sent to all who have renewed for the coming year. The list of discounts/special offers and a “LANJ Line” flyer also are sent to operator renewals. On January 1, similar packages will be sent to all members who pay their dues monthly by credit card.

Membership Committee Report

- **Program for 1/17/18 LANJ General Meeting**

Epstein said the committee has planned the January 17 general meeting program to feature a “mentoring session” which will permit up to 36 operators to participate in round-table discussions led by seasoned LANJ operator and vendor members. The meeting will be sponsored by T-Mobile.

- **Program for 3/28/18 General Meeting**

Epstein advised he had confirmed Scott Solombrino, NLA past president and current board member and Dav El/Boston Coach CEO, to be the keynote speaker at the 3/28/18 LANJ general meeting that will be held at Englewood Cliffs Cadillac.

- **Program for 5/16/18 Cocktail/Dinner/Auction Event**

Epstein said he also had confirmed NLA president Gary Buffo to be the guest speaker at the 5/16/18 LANJ cocktail/dinner/auction event that will be held at The Wilshire Grand Hotel in West Orange.

Trabb asked for volunteers to help him with sponsor and auction donation solicitation. Epstein, Gogel, Greenwald and Gulino agreed in response.

- **2017-18 Vendor Member Discount/Special Offer Program**

Epstein said the committee is continuing to petition vendor members' participation in the LANJ Vendor Member Discount/Special Offer Program. Three new offers have been added in recent weeks as a result of this effort.

Golf Outing Committee Report

O'Neill asked the group to consider a proposal received from a Roger Caldwell who specializes in golf outing implementation for organizations such as LANJ.

Legislative Committee Report

Sharenow said he considered the removal of sales tax on service and the TNC bill signing and passage to be the highlights of the LANJ legislative agenda for 2017.

Sharenow also said New Jersey's new attorney general would have to take office before any decision on TNC background checks will be forthcoming.

Sharenow advised that he still has not received any updated information from the Port Authority of New York & New Jersey regarding potential airport changes.

New Business

Application for 2018 Association Award of Excellence

Epstein said Sharenow and he had decided to submit LANJ's application for the 2018 Association Award of Excellence which will be presented at the 2018 International LCT Show on March 13 in Las Vegas. He requested feedback from the board members upon their receipt of the application questionnaire that would be sent to them following the conference call.

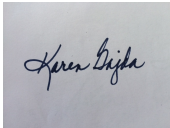
Insurance Coverage Restrictions for Chauffeurs

Epstein noted that at least one insurance carrier is restricting limousine companies' policy coverage to experienced chauffeurs only and not permitting coverage for non-industry experienced drivers. Discussion prompted agreement that he and/or Sharenow would contact the insurance carrier in question regarding this restriction due to the severe hardship it poses to virtually all chauffeured transportation companies.

A motion to adjourn was made by Weiss, seconded by Epstein and unanimously approved.

The meeting was adjourned at 11:15 AM.

Submitted by:

A square image containing a handwritten signature in cursive script, which appears to read "Karen Gajda".

Karen Gajda
Secretary

A handwritten signature in cursive script, which appears to read "Patricia Nelson".

Patricia Nelson
Executive Director