

**Limousine Association of New Jersey  
Board of Directors Conference Call  
Wednesday December 21, 2016 \* 10 AM – 11 AM  
Minutes**

The meeting was called to order at 10:03 AM.

Attendees were: President **Jason Sharenow**, First Vice President and Treasurer **Jon Epstein**, Secretary **Karen Gajda**; Directors **Pete Corelli**, **Scott Greenwald**, **Joe Gulino**, **Brian O'Neill**, **Tim Rose**, **Bob Schiavo**, **Christian Stochholm**, **Barry Trabb** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Second Vice President **Jeff Brodsky**; Directors **Anthony Azara**, **Howard Gogel**, **John Maziarz** and **Eddie Somers**.

Absent (unexcused) were Directors **Michael Renehan**, **Steve Rhoads** and **David Seelinger**.

**11/23/16 Board Meeting Minutes**

**A motion to approve the 11/23/16 board call minutes as presented was made by Epstein, seconded by Greenwald and unanimously approved.**

**Financial Report**

Epstein advised the LANJ bank balance was \$70,268 with no outstanding payables.

Corelli reported the PAC bank balance was \$4,000.

**President's Report**

Sharenow once again 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 also asked that any suggestions for additional board members be communicated to him directly.

He added that the full slate of 2017 board members and officers would be ratified at the 1/18/17 board and general meetings.

**Executive Director's Report**

- **Membership Status**

As of 12/19/16, LANJ had 145 members including:

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

The 145 total includes 94 operator, 10 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 and, again, to those who did not respond to the first notice, on December 1. Of the 44 total to be renewed, 22 or 50% had renewed as of 12/19/16.

A third renewal notice will be sent out on January 1 to those who are still to renew for the coming year. Additional notices will be sent out monthly as needed through March 1. Follow-up phone calls also will be made as needed by members of the Membership Committee.

- **Affiliate Membership**

Notices were sent to seven (companies with fleets of 20 or more vehicles that are paying \$900 or more in annual dues as Regular Active Members) of the nine current operator members whose companies are headquartered outside the State of New Jersey, inviting them to take Affiliate Membership (which has \$500/year dues) in lieu of their current membership.

As of 12/19/16, just one company has responded and elected to make the change. Follow-ups have been sent to the other companies in order to elicit their response.

The other two companies headquartered outside New Jersey have smaller fleets and currently pay less than \$500/year dues as Regular Active Members.

## **Membership Committee Report**

- **LANJ Fall 2016 New Member Recruitment Program (\$50-\$150 Discount)**

Epstein reported that the response to the Fall 2016 recruitment program disappointingly netted just three new memberships. He advised the prospect list would be revitalized during 1Q 2017 to prompt a better response for the next recruitment effort, currently planned for Spring 2017.

- **Affiliate Membership**

Epstein encouraged board members to use LANJ affiliate members in their own company affiliate programs.

- **Potential 2017 Golf Tournament**

Epstein said the Membership Committee had discussed the potential of LANJ hosting a golf tournament in Summer or early Fall 2017. Discussion indicated board members' positive reaction to this idea and concluded with a tentative plan to schedule the tournament for Monday 9/25/17.

Corelli, Gulino, O'Neill and Stockholm agreed to make preliminary inquiries at their respective known golf courses and report their findings to Sharenow who said he would take the lead with the aggregated information and, likely, assemble a committee to take the plan forward.

### **Education Committee Report**

Sharenow advised the feature panel presentation at the 1/18/17 general meeting would be on the topic of financing.

He asked the board members for their suggestions for future presentation topics.

### **Legislative Committee Report**

Sharenow said the "TNC Bill" (A-3695/S-2179) that establishes the framework for how TNCs operate and conduct background checks and the "Limo Bill" (A-3696/S-2315) that proposes to eliminate the 7% sales tax on service and adjust insurance requirements have been approved by the New Jersey Senate and Assembly and forwarded to Governor Christie for his signature.

The governor has 45 days from the day of receipt to sign, veto or make changes to the bill(s). Should he make changes, the bill(s) would then be sent back to the legislative bodies for their approval to the changes. If the "TNC Bill" is approved by the governor, it will be sent to the office of the Attorney General who then will decide how the bill's provisions will be implemented.

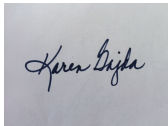
### **New Business**

Schiavo said he and Corelli are planning to launch an informal new member recruitment campaign in South Jersey in an attempt to reinstate the memberships of former operator members in the area.

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

The meeting was adjourned at 10:54 AM.

Submitted by:



Karen Gajda  
Secretary



Patricia Nelson  
Executive Director