

**Limousine Association of New Jersey
Board of Directors Conference Call
Wednesday March 23, 2022 * 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**; Directors **Anthony Azara**, **Johnny Donohue**, **Jay Erlich**, **Mike Fogarty**, **Joe Gulino**, **Mike Marroccoli**, **John Maziarz** and **Chris Weiss**; executive director **Patricia Nelson**.

Also in attendance was **Mike Rose** of My Limousine Service representing Second Vice President **Howard Gogel** who was excused.

Absent (unexcused) were PAC Chair **Pete Corelli** and Directors **Bill Faeth** and **David Seelinger**.

11/17/21 Board Meeting Minutes

A motion to approve the 11/17/21 board meeting minutes as presented was made by Trabb, seconded by Gulino and unanimously approved.

Financial Report

Trabb advised the bank balance was \$155,178.

Executive Director's Report

- **Membership Status**

As of 3/22/2022, **85** companies (including **56** operators, **11** affiliates and **18** suppliers) were on the LANJ membership roll.

- **Membership Recruitment**

At the Membership Committee meeting that was held by conference call on 12/16/21, it was determined that because of the then current COVID-19 environment and its ramifications on the chauffeured transportation industry, it was too difficult a time to launch a membership recruitment program.

Instead, it was agreed to 1) implement a follow-up regarding membership with non-members who attended the 2022 LANJ Kick-Off meeting held by Zoom on 1/26/22; and 2) revisit the topic of recruitment at a later date when the business environment is more inviting.

Although 13 non-members registered for the 1/26/22 Zoom, only four actually attended. Follow-up with these operators still is to be done as is the revisit of the recruitment topic by the Membership Committee.

Nelson noted that a Membership Committee meeting should be set as soon as possible and a chair of the committee should be chosen at that time.

President's Report

- **2021 CD/NLA Show**

Sharenow said he looked forward to seeing many board members and others in the industry at the 2022 CD/NLA Show in Las Vegas on 3/27-30/22. Weiss indicated there would be a large attendee group who are sure to enjoy the many events that are planned.

- **2022 LANJ Directors and Officers**

Sharenow advised the ratification of 2022 LANJ board members and officers took place on LANJ's 1/26/22 Zoom meeting. All members and officers are the same as those who comprised the 2021 roster.

- **Chosen Payments Membership**

Sharenow and Trabb noted monies have not been received from Chosen Payments for their 2021-2022 LANJ membership. Sharenow said he would follow up on this with the appropriate Chosen Payments representative when he is in Las Vegas.

- **Commercial Vehicle Safety Alliance Interest**

Sharenow announced the Commercial Vehicle Safety Alliance (CSVA) wants to give greater focus to the chauffeured transportation industry than it has in the past. The organization's concern is companies that may be operating illegally and/or "under the radar." Sharenow indicated he hopes work on this will be education-driven (vs. enforcement-driven).

- **In-Person LANJ May Membership Meeting**

Sharenow said he and Trabb have been considering the date, time and place to host an in-person meeting in May for LANJ members and other interested operators. Discussion prompted consensus that a dinner meeting with a relatively nominal charge for attendees (as well as sponsorship fees and some LANJ financial support to pay for the event's cost) would be best.

- **New CDL Training Requirements**

Sharenow specified the Federal Motor Safety Carrier Administration (FMCSA) training requirements for new Commercial Driver License (CDL) drivers that became effective 2/7/22, noting three components -- 1) classroom education in a classroom setting, 2) behind the wheel education/experience and 3) parking lot/yard facility education/experience -- and their onerous effect on almost all chauffeured transportation companies.

He suggested LANJ may want to spearhead a cooperative effort with other relevant entities to provide the capabilities for the requirements that LANJ members could then employ.

- **New NJMVC Online Registration**

Lastly, Sharenow said the New Jersey Motor Vehicle Commission (NJMVC) has just introduced online access for chauffeured transportation company vehicle registration renewal. He directed Nelson to communicate the details to all LANJ operator members.

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

The meeting was adjourned at 10:47 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director