

**Limousine Association of New Jersey
Board of Directors Conference Call
Monday July 26, 2021 * 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**, **Joe Gulino**, **Mike Marroccoli**, **John Maziarz** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Second Vice President **Howard Gogel** and PAC Chair **Pete Corelli**; Director **Michael Fogarty**.

Absent (unexcused) were Directors **Jeff Brodsky**, **Bill Faeth** and **David Seelinger**.

5/19/21 Board Meeting Minutes

A motion to approve the 5/19/21 board meeting minutes as presented was made by Gulino, seconded by Gajda and unanimously approved.

Financial Report

Trabb advised the bank balance was \$157,301

In Corelli's absence, Sharenow said the PAC bank balance was approximately the same as reported at the 5/19/21 meeting: \$3,250.

Executive Director's Report

- **Membership Status**

As of 6/1/2021, **141** companies were on the LANJ membership roll. However, because no dues had been collected for the previous 14 months, it remained to be seen how many companies would choose to recommit to membership when dues collection resumed on 7/1/2021.

Following is the tally as of 7/25/2021:

- **32 companies** have paid 7/1/2021 – 6/30/2022 dues in full
- **36 companies** are paying dues monthly with the first payment secured on/about July 1, 2021
- **3 companies** have indicated payment by check has been approved and is forthcoming shortly
- **20 companies** are out of business or have indicated they are not renewing at this time

- **51 companies** (32 operator members, 9 affiliate members and 10 supplier members) have yet to respond to the three communications sent to them asking for their membership recommitment

Because one additional company (Advantage Remarketing Solutions) joined LANJ in the last month, the above total is **142**.

- **Membership Recombitment Recruitment Plan**

On the 5/19/21 board meeting Zoom, Seelinger suggested and discussion prompted agreement that personal phone calls from board members should be made in order to secure as many membership recommitments as possible.

Hence, Nelson recommended that these calls be made now to the 51 companies that have yet to respond to previous requests. It was agreed that, using Nelson's records, Gulino would have a Google Doc prepared for the directors to utilize for this coordinated outreach.

- **9/14/21 Golf Outing and Dinner Promotion**

Promotion for the 9/14/2021 golf outing and dinner was launched several months ago and extended periodically since then. Going forward, promotion will be increased significantly to reach the goal of 40 golfers and 60 + dinner attendees. To date, there are 16 registrations for the golf outing which also includes dinner attendance.

President's Report

- **Director Resignations**

Sharenow said Brian O'Neill and Christian Stochholm had stepped down from their positions on the LANJ board of directors. Both have left the industry as a result of the COVID-19 pandemic.

- **Upcoming Board Meeting**

Sharenow announced that the next board meeting is scheduled for Wednesday August 18. A firm decision to hold the meeting will be made and announced closer to the date.

- **Port Authority Permit Issues**

Sharenow indicated LANJ would be as helpful as possible to companies, especially non-New Jersey and non-New York companies, that experience challenges regarding Port Authority permit filing.

- **Potential New Director**

Sharenow advised that, because LANJ director Jeff Brodsly has stepped away from his leadership position at supplier member company Chosen Payments, he would contact Chosen Payments vice president strategic partnerships & alliances Sarah McKee to see if she would want to assume the vacant directorship.

- **2021 CD/NLA Show**

Sharenow invited Weiss to update the directors on the 2021 CD/NLA Show that is to be held on October 10-13 in Dallas. Weiss said he and his staff are encouraged about the response received thus far from exhibitors, sponsors and registrants and anticipate the show will be a well-received reunion opportunity for the industry.

A motion to adjourn the meeting was made by Gulino seconded by Marraccoli and unanimously approved.

The meeting was adjourned at 10:47 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director