

**Limousine Association of New Jersey
Board of Directors Zoom Meeting
Wednesday January 18, 2023 * 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**, **Jeffrey Cartagena**, **Jay Erlich**, **Joe Gulino**, **Mike Marroccoli**, **John Maziarz**, **Jason Messinger** 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.

Also absent (unexcused) were PAC Chair **Pete Corelli**; Directors **Johnny Donohue**, **Mike Fogarty** and **David Seelinger**.

12/7/22 Board Meeting Minutes

A motion to approve the 12/7/22 board meeting minutes as presented was made by Erlich, seconded by Gulino and unanimously approved.

Financial Report

Trabb advised the bank balance was \$166,171.

In Corelli's absence, it was noted that the PAC account balance was \$3,100, the same as reported on the December 7 board call.

Executive Director's Report

- **Membership Status**
As of 1/17/2023, LANJ had **87** members.

Nelson advised LANJ membership was increased (from the 80-member total reported on the 12/7/22 board call) by almost 10% in one December week primarily because Cartagena and Gulino personally reached out to their affiliates and vendors to attend the LANJ holiday party and join or rejoin the association.

- **2/15/2023 LANJ General Meeting**
Nelson said promotion to all current members, past operator members and other prospective operator members for the February 15 LANJ general meeting will be launched on January 24 and run continuously until the day prior to the event.

Membership Committee Report

- **Committee Members**

Gulino announced the LANJ Membership Committee members are Cartagena, Marroccoli, Mike Rose, Trabb and Weiss.

- **Member Recruitment**

Gulino advised the committee's immediate member recruitment efforts will be devoted to returning former operator members to LANJ membership. The committee is utilizing one shared work document to track their personal outreach progress.

- **2/15/2023 LANJ General Meeting**

Gulino confirmed that the first LANJ general meeting of the year will be held on Wednesday February 15 (12 PM – 2 PM) at the Hampton Inn Woodbridge. There will be no charge for attendance. Industry business consultant Ken Lucci of Driving Transactions will be the featured guest speaker with a q&a session to follow his prepared remarks.

President's Report

- **LANJ Lobbyist Michael DeLamater**

Sharenow introduced LANJ's newly engaged lobbyist Michael DeLamater who joined the Zoom meeting by phone.

DeLamater briefly shared his professional background and then said he had been instrumental in providing information about Newark Liberty International Airport's new Terminal A that LANJ was able to distribute to members.

He also indicated the issue of congestion pricing in Manhattan, while not on the forefront now, will be something LANJ will have to address in the next several years. He noted LANJ will have to present a very compelling argument to receive a "carveout" from the fees that are expected to be imposed.

- **2023 LANJ Board of Directors**

Sharenow announced the 2022 board's ratification of the 2023 LANJ Board of Directors and the 2023 LANJ officers will be done electronically in the coming several weeks so, in turn, both slates can be presented to the membership for election at the February 15 meeting.

Additionally, he indicated 2022 Second Vice President Howard Gogel has resigned from the board and his colleague Mike Rose will be welcomed as a new board member.

- **Refocus for LANJ Social Media**

Trabb said LANJ's social media campaign will turn from the "Be Driven Safely" focus to a promotion of LANJ itself for the purpose of attracting new members. He requested all board members to "share" or "like" the upcoming postings in order to make the campaign successful.

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

The meeting was adjourned at 10:58 AM.

Submitted by:

Karen Gajda
Secretary

Patricia Nelson
Executive Director