

**Limousine Association of New Jersey  
Board of Directors Zoom Meeting  
Tuesday February 13, 2024 \* 10 AM – 11 AM  
Minutes**

The meeting was called to order at 10:05 AM.

Attendees were: President **Mike Rose**, First Vice President **Joe Gulino**, Second Vice President **Jeffrey Cartagena**, Secretary **Jason Sharenow**, Treasurer **Barry Trabb**; Directors **Gary Dersarkissian**, **Jay Erlich**, **Karen Gajda**, **Ray Gallagher**, **John Maziarz**, **Mohamed Osman**, **Josh Schneeweiss** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were PAC Chair **Pete Corelli**; Directors **Anthony Azara**, **Michael Marroccoli** and **Tim Rose**.

Absent (unexcused) were Directors **Jason Messinger**, **David Seelinger** and **Tony Viscusi**.

**1/9/24 Board Meeting Minutes**

**A motion to approve the 1/9/24 board meeting minutes as presented was made by Trabb, seconded by Maziarz and unanimously approved.**

**Financial Report**

Trabb advised the bank balance was \$197,931 with no outstanding payables.

**Executive Director's Report**

- **Membership Status**

The Limousine Association of New Jersey now has **109** members. This total includes: **68** operators, **16** affiliates and **25** suppliers.

It was noted that Cadillac Professional Vehicles may only renew its LANJ membership at the \$500/year level (vs. their 2023 \$1,500/year level) or, due to significant budget reductions, it may not renew at all. It also was noted that Ford Pro did not renew its membership when due on 7/1/23 and is no longer a LANJ member.

Discussion ensued regarding other manufacturers that can be approached regarding membership. Weiss indicated he could make introductions that would be helpful for this.

- **1/30/24 Kick-Off Luncheon Meeting**  
The January 30 luncheon meeting attracted 77 attendees and there were but a handful of no-shows. Nelson said this was a welcome departure from LANJ's pre-Covid luncheon meetings when no-shows for free meetings were usually 30% of those who registered.
- **3/19/24 LANJ 2024 Spring Luncheon**  
Promotion for the LANJ lunch meeting that will be held at the Hampton by Hilton in Woodbridge on March 19 will begin about three weeks prior to the meeting and continue up to the event date.
- **2024 LANJ Calendar**  
Members of the LANJ board of directors were sent calendar invitations for 2024's remaining board meetings and general membership meetings.

### **1<sup>st</sup> Vice President's Report**

As an idea for a future LANJ member program, Gulino suggested engaging a speaker from Zev University, an executive coaching institution located in Montclair, NJ. Discussion prompted this be considered for the September 17 membership meeting.

### **2<sup>nd</sup> Vice President's Report**

Cartagena advised that the National Limousine Association (NLA) may be willing to assist LANJ efforts regarding congestion pricing. Mike Rose said he would speak to NLA president Robert Alexander about the potential of taking this forward.

### **President's Report**

- **LANJ Committees**  
Rose reviewed the committee list that he had assembled which includes 1) Membership, 2) Public Relations & Social Media, 3) Special Events & Meeting Programs and 4) Legislative and explained each one's scope and purpose.
- **Membership Poll**  
He advised that he'd like LANJ to poll its members regarding the number of vehicles and employees each company has so the overall impact of the organization may be determined.
- **Membership Dues**  
Rose also said he wants the Membership Committee to examine the current LANJ dues structure for member companies citing some pushback recently received regarding the Affiliate member category.

- **Upcoming LANJ Meetings and Events**

Rose reviewed the upcoming meetings and events that are included on the 2024 LANJ calendar. He indicated the guest speakers for the 3/19 luncheon meeting will be attorney Matt Daus and LANJ's social media consultant Jessica Maarek.

He then launched discussion regarding the 5/21 dinner meeting asking if an auction (such as held by LANJ for many years prior to Covid) should be included in the program. The directors who weighed in expressed positive views for the idea. Rose also said he'd like to invite Maurice Brewster, CEO of the California company Mosaic Global Transportation, to be the evening's guest speaker. Sharenow also suggested Steve Gilliland of the New Jersey Motorcoach Association as a possible speaker.

Rose also raised the idea of hosting a LANJ family event at the Somerset Patriots baseball stadium. As an alternative, Weiss suggested having a cruise as a member outing hosted by LANJ.

- **Sponsorship Program**

Rose said he'd like LANJ to establish a uniform sponsorship program that could be used repeatedly for the association's major meetings and events.

- **Scholarship Program**

Rose described a scholarship program that he'd like LANJ to launch in 2024. It would be established in the memory of recently departed founding member Barbara J. Chirico and designed to assist the children of current LANJ members who are attending college, trade school or postgraduate school in the coming year. The parent of each applicant must be a current/active owner or employee of a LANJ member company at the time of the scholarship award.

Discussion indicated the directors' unanimous approval of the idea. Details about the program will be developed for the board's final approval.

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

The meeting was adjourned at 11:15 AM.

Submitted by:

Jason Sharenow  
Secretary

Patricia Nelson  
Executive Director