

**Limousine Association of New Jersey
Board of Directors Meeting
Hampton Inn Woodbridge
Tuesday March 19, 2024 * 10:30 AM – 11:45 AM
Minutes**

The meeting was called to order at 10:35 AM.

Attendees were: President **Mike Rose**, First Vice President **Joe Gulino**, Second Vice President **Jeffrey Cartagena**, Secretary **Jason Sharenow**, Treasurer **Barry Trabb** and PAC Chair **Pete Corelli**; Directors **Jay Erlich** (by Zoom), **Ray Gallagher**, **Michael Marroccoli**, **John Maziarz**, **Jason Messinger**, **Josh Schneeweiss** and **Chris Weiss**; executive director **Patricia Nelson**.

Absent (excused) were Directors **Anthony Azara**, **Karen Gajda**, **Tim Rose** and **David Seelinger**.

Absent (unexcused) were Directors **Gary Desarkissian**, **Mohamed Osman** and **Tony Viscusi**.

Also in attendance were **Steve Horowitz**, representing director David Seelinger, Windels Marx attorney **Matthew W. Daus** and *Chauffeur Driven* editor **Rob Smentek**.

2/13/24 Board Meeting Minutes

A motion to approve the 2/13/24 board meeting minutes as presented was made by Trabb, seconded by Marroccoli and unanimously approved.

Financial Report

Trabb advised the bank balance was \$174,215.

Corelli advised the PAC account balance was \$3,200.

A short discussion ensued about the potential of rebranding the PAC, currently called Camden County Pride, to a name that bespeaks the Limousine Association of New Jersey.

Executive Director's Report

- **Membership Status**

The Limousine Association of New Jersey now has **110** members. This total includes: **69** operators, **16** affiliates and **25** suppliers.

- **2024 LANJ Event Attendance and Promotion**

The January 30 luncheon meeting attracted 77 attendees.

As of 3/18/24, 93 members and other interested operators were registered for the March 19 luncheon meeting.

Promotion for the May 21 dinner auction was being initiated at the March 19 afternoon general meeting.

1st Vice President's Report;

Special Events and Meeting Programs Committee Report

Gulino said he has engaged a speaker from Zev University, an executive coaching institution located in Montclair, NJ., who will be featured at the LANJ general meeting on September 21.

He also indicated he is looking at alternatives for LANJ to host a dinner cruise for members this coming summer.

2nd Vice President's Report; Membership Committee Report

- **Affiliate Member Dues Reduction**

Cartagena advised the committee recommended lowering the annual dues for new LANJ affiliate members from the current \$500 to \$250. For parity, current affiliate members who have paid dues for a year will have their membership extended for a second year without any additional charge. Current affiliate members who pay their dues monthly will now pay one-half of the previous amount effective 4/1/2024.

A motion to lower the annual dues for LANJ affiliate members as described above was made by Cartagena and unanimously approved.

A brief discussion regarding how LANJ might deliver additional value to affiliate members took place following the motion's approval.

- **Revived Discount Program**

Cartagena also said Nelson would be contacting all supplier members to request their participation in a new discount/benefit program for LANJ operator members. If established as envisioned, the program would replicate the discount/special benefit plan that was in place for LANJ operator members prior to the Covid 19 epidemic.

- **New Member Recruitment Program**
Cartagena outlined how the committee was considering a new member recruitment initiative which may include data mining LinkedIn accounts to enlarge LANJ's current prospect list and launching a periodic content-rich newsletter to engage prospects' interest.

President's Report

- **Congestion Pricing**
Rose said he participated in a meeting with National Limousine Association (NLA) leaders at the 2024 CD/NLA Show in Las Vegas that focused on Manhattan's pending congestion pricing regulation. The NLA pledged to assist LANJ in its efforts to contain the vehicle charge by taking the lead in communicating to New York's Metropolitan Transportation Authority.
- **Membership Poll**
Rose indicated the survey that was sent to LANJ members to determine the total number of LANJ member vehicles and chauffeurs in operation netted but 22 responses of a possible 69. He said he planned to send a second request to those who did not answer the first appeal.
- **Lobbyist Engagement**
Rose advised he had reduced the monthly fee being paid to LANJ lobbyist Michael DeLamater by half and asked DeLamater to submit a monthly activity report for LANJ.
- **Barbara J. Chirico Scholarship Awards**
Rose confirmed that an announcement regarding the new Barbara J. Chirico Scholarship program would be forthcoming shortly. Three scholarships will be awarded annually to the children of LANJ member company owners and employees. A committee of at least five LANJ directors and Barbara's daughter, Deanna Gulino, will determine the scholarship recipients. The 2024 committee includes LANJ directors Gajda, Gulino, Tim Rose, Seelinger and Sharenow.

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

The meeting was adjourned at 11:30 AM.

Submitted by:

Jason Sharenow
Secretary

Patricia Nelson
Executive Director