

**GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY
WILDWOODS CONVENTION CENTER**

REGULAR MEETING, WEDNESDAY, AUGUST 16, 2017

**Part I - OPERATIONS
GWTIDA as agent for NJSEA**

Call to Order: The Meeting was called to order by Mr. Byrne at 6:15 p.m.

Salute to flag.

The Open Public Meetings Act was read by Mr. Byrne.

Roll Call:

Mr. Byrne	Present	Mr. Patterson	Present
Mr. DeMonte	Present	Mr. Barnabei	Present
Mr. Reidenbach	Absent	Ms. Murphy	Absent
Mr. Morey	Present	Mr. Greenland	Present
Mr. Montello	Present		

Also present were Mr. Siciliano, Mr. McNicholas, Mr. Rose, Ms. Kane, Mr. Federici, Mr. April, and Ms. Feketics.

A. Approval of Minutes

Mr. Patterson made a motion to approve the minutes from the Regular Meeting on July 20, 2017, second by Mr. Greenland.

Roll Call:

Mr. Byrne	Yea	Mr. Patterson	Yea
Mr. DeMonte	Abstain	Mr. Barnabei	Yea
Mr. Reidenbach	Absent	Ms. Murphy	Absent
Mr. Morey	Yea	Mr. Greenland	Yea
Mr. Montello	Yea		

Motion was moved and approved.

B. Public Comment – None.

C. Executive Director's Report

Included in the board packet were:

- Administration Update – August 2017
- Finance Update – August 2017
- Housing Update – August 2017
- Sales Update – August 2017
- SMG Update – August 2017
- Delaware North Update – August 2017

Correspondence/Communication: None.

Mr. Greenland had questions regarding parking numbers for July, which were answered by Mr. McNicholas.

Mr. Siciliano stated that he received an email from the State of NJ for June revenue for tax collections. The numbers came in higher than expected, however the numbers still need to be certified.

Mr. Federici stated that the Tattoo Convention saw a 10% increase in Food & Beverage revenue, bringing in a total of \$44,000. Mr. Patterson further commented that Food & Beverage is doing well.

Mr. Byrne asked whether or not we respond to complaints we receive on social media. Mr. Siciliano responded that the Sales Department responds to convention center complaints, and Ms. McLaughlin responds to tourism complaints.

Mr. Siciliano stated that there is one matter that will need to be discussed in Executive Session, which will be held after both open sessions.

Motions: None.

D. Chairperson's Report

Mr. Byrne reiterated meetings held and attended throughout the month.

Committee Reports:

- **Buildings and Grounds** – Mr. Greenland stated that the report was included in the packet. New boardroom chairs will be arriving soon. Also, we are having some issues with our landscaper, who is currently not working out. In the interest of finishing out the season, we will be hiring a groundskeeper to supplement. Compensation not to exceed \$20 per hour. We will review the contract moving forward.

Boardwalk Extension restrooms were also discussed. We may look into offering future portable changing areas. Mr. Morey suggested adding that project to the C5 Plan.

Meeting Room light project is done and we are very happy with the outcome. Exhibit Hall lights are on order.

Old Business: Nothing.

New Business: Nothing.

Policies/Procedures: Nothing.

Correspondence/Communication: Nothing.

E. Executive Session

None.

F. Any matter of immediate attention - Nothing.

- G. Motion to go into the GWTIDA/Advertising portion of the meeting.
Mr. DeIMonte made a motion to go into the GWTIDA portion of the meeting,
second by Mr. Greenland.

Roll Call:

Mr. Byrne	Yea	Mr. Patterson	Yea
Mr. DeIMonte	Yea	Mr. Barnabei	Yea
Mr. Reidenbach	Absent	Ms. Murphy	Absent
Mr. Morey	Yea	Mr. Greenland	Yea
Mr. Montello	Yea		

Motion was moved and approved.

Respectfully,



Frances Feketics
Board Secretary

GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY
WILDWOODS CONVENTION CENTER

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Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The Regular Meeting minutes of July 20, 2017 were approved.

B. Executive Director's Report

Department Updates – Included in the board packet were:

Events Department Update – August 2017
Finance Department Update – August 2017
Marketing/Public Relations Update – August 2017

Mr. Siciliano reported that tentative numbers have been received for the 1.85% tax collections. The number is high, however we are waiting for the official numbers to come in.

Mr. Greenland had questions on the cancelled concert, which were answered by Mr. Siciliano. Mr. Morey further discussed free vs paid concerts.

The Harlem Globetrotters visited the board meeting!!

Correspondence/Communication – None.

Motions:

Mr. Patterson made a motion to approve the Bill List in the amount of \$210,202.18, second by Mr. Barnabei.

Roll Call:

Mr. Byrne	Yea	Mr. Patterson	Yea
Mr. DelMonte	Yea	Mr. Barnabei	Yea
Mr. Reidenbach	Absent	Ms. Murphy	Absent
Mr. Morey	Yea	Mr. Greenland	Yea
Mr. Montello	Yea		

Motion was moved and approved.

Mr. Siciliano stated that we need a motion to award the PR Contract to Suasion Communications for 3 years, totaling \$264,250.00. We are happy with Susan and Suasion, and the Advertising Committee is recommending to award the contract.

Mr. DelMonte made a motion to award the Public Relations Contract to Suasion Communications, for a period of three years, commencing on January 1, 2018 and ending on December 31, 2020, in the amount of \$264,250.00, second by Mr. Montello.

Roll Call:

Mr. Byrne	Yea	Mr. Patterson	Yea
Mr. DelMonte	Yea	Mr. Barnabei	Yea
Mr. Reidenbach	Absent	Ms. Murphy	Absent
Mr. Morey	Yea	Mr. Greenland	Yea
Mr. Montello	Yea		

Motion was moved and approved.

C. Chairperson's Report

Mr. Byrne reiterated meetings held and attended throughout the month and stated that we are moving in a good direction.

Mr. Byrne provided an update to the board on the convention center hotel. We are waiting on an interpretation of parking requirements, and have a meeting scheduled with NJDEP on September 6th with Mr. Siciliano and Mr. Lomax. Mr. Morey mentioned the possible discussion of overflow parking.

Committee Reports:

- **Advertising:** There is nothing to add at this time.
- **Special Events:** Mr. DelMonte stated that the committee met and approved 2 events, including one Monster Truck meet and greet event, and a Wine & Chocolate Festival proposed by Stallion Marketing on Presidents Day Weekend during Futsal. The promoter of Futsal has been looking for and likes that this event will happen during their event, giving attendees something else to do while they are here.

Old Business – None.

New Business – None.

Policies/Procedures – None.

Correspondence/Communication – None.

D. Public Comment – None.

E. Executive Session

Mr. Montello made a motion to go into closed session for the reason of discussing possible litigation in connection with pending legislation and any matter the disclosure of which constitutes an unwarranted invasion of privacy, such as personnel matters, any matters involving the purchase lease or acquisition of real property with public funds, any pending litigation

or contract negotiation other than covered by subsection (4) in which the body may become a party, any matter falling within Attorney/Client privilege, to the extent that confidentiality is required in order for the Attorney/Client to exercise his ethical duties as a lawyer and that after discussion are therefore no longer sensitive, the results of the discussions may be disclosed to the public following the adoption of a motion authorizing such disclosure by the Authority, second by Mr. DeMonte.

Roll Call:

Mr. Byrne	Yea	Mr. Patterson	Yea
Mr. DeMonte	Yea	Mr. Barnabei	Yea
Mr. Reidenbach	Absent	Ms. Murphy	Absent
Mr. Morey	Yea	Mr. Greenland	Yea
Mr. Montello	Yea		

Motion was moved and approved.

Mr. April stated that in Executive Session, the board discussed contractual matters relating to the issue of beach parking and beach offset payment. No formal action was taken. However, it was decided that Mr. April, Mr. Siciliano and Mr. Byrne will meet to review and discuss options for the Board to consider. Information will then be transmitted to each board member individually via email, for a vote to be taken on that recommendation.

Mr. April stated that in Executive Session, the board discussed whether or not to award a contract to SMG for a 5-year period. They were the only responsible bidder. SMG submitted that they would like a 10-year contract, with a \$100,000 capital improvement contribution be used on a project of our choice. Mr. April stated that we cannot award that option. We will go back to SMG and ask for \$50,000 over the 5-year contract period.

Mr. Morey made a motion to approve the SMG contract for Facility Management Services for the Wildwoods Convention Center for a 5-year period, commencing on January 1, 2018 and expiring on December 31, 2022. Contract shall be in the amount of \$85,000 for the first year, and \$85,000 in years two, three, four and five, adjusted for CPI, based on approval of NJSEA, second by Mr. Greenland.

Roll Call:

Mr. Byrne	Yea	Mr. Patterson	Yea
Mr. DeMonte	Yea	Mr. Barnabei	Yea
Mr. Reidenbach	Absent	Ms. Murphy	Absent
Mr. Morey	Yea	Mr. Greenland	Yea
Mr. Montello	Yea		

Motion was moved and approved.

F. Any matter of immediate attention

Our next Board Meeting will be held on Thursday, September 21, 2017 at 6:00 p.m.

G. **Motion to Adjourn**

Mr. Reidenbach made a motion to adjourn, second by Mr. Barnabei.

Roll Call:

Mr. Byrne	Yea	Mr. Patterson	Yea
Mr. DelMonte	Yea	Mr. Barnabei	Yea
Mr. Reidenbach	Absent	Ms. Murphy	Absent
Mr. Morey	Yea	Mr. Greenland	Yea
Mr. Montello	Yea		

Motion was moved and approved.

Respectfully Submitted,



Frances Feketics
Board Secretary