

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

**REGULAR MEETING, THURSDAY, DECEMBER 17, 2015**

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

Call to Order: The Meeting was called to order by Mr. Byrne at 6:00 p.m.

Salute to flag.

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

**Roll Call:**

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

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

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**A. Approval of Minutes**

**Mr. Patterson made a motion to approve the minutes from the Regular Meeting on November 19, 2015, second by Ms. Murphy.**

Roll Call:

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

**Motion was moved and approved.**

**B. Public Comment**

Nothing.

**C. Executive Director's Report**

Included in the board packet were:

- Administration Update – December 2015
- Finance Update – December 2015
- Housing Update – December 2015
- Sales Update – December 2015
- SMG Update – December 2015
- Delaware North Update – December 2015

Mr. Greenland had questions on issues with hotels, which were answered by Mr. Siciliano. Additional discussion ensued on convention housing.

Mr. Siciliano stated that he received an email from Tony Peterman of the Strategic Advisory Group (SAG), who is working on an RFP for the hotel project. Discussed was expanding the scope of the RFP with respect to the program that SOSH Architects put in place to go in front of CAFRA. The envelope would include 200 rooms, parking, meeting space, retail, etc. Tony Peterman stated that retail is one of the things that makes these concepts more doable, and suggested that HSD puts a cost estimate together, and also suggested that another peer look at the retail to see what it would bring to the table. Total of \$20,000 for additional scope.

Mr. Siciliano received another email from Tony Peterman regarding reassignment of rights from SAG to JLL, who is buying out SAG. Tony Peterman and his partners will stay on as principals of the hotel project, and Tony has a 5-year commitment to the company.

Mr. Siciliano stated that we received a loan and grant to do the RFP and pre-CAFRA application. Mr. Byrne shared his thoughts on the project, and additional discussion ensued. Mr. Morey had questions on the retail portion of the project, which were answered by Mr. Siciliano. Mr. Byrne stated that a meeting will be held on Friday night at 6:30 p.m. at Senator Van Drew's office, with Mr. Siciliano and Mr. April to discuss possible assistance on the project.

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~~We have met with the city and are working with the city and continuing to move forward. We will meet with the city again in the new year. Mr. Reidenbach had questions regarding where the \$20,000 would be coming from answered by Mr. Siciliano. The funding will come from the USDA grant.~~

**Correspondence/Communication:** None.

**Motions:**

**Mr. Reidenbach made a motion to approve assignment of the Strategic Advisory Group (SAG) contract to JLL Americas, Inc. (JLL) due to the fact that our contract cannot be signed without our approval, second by Mr. Morey.**

**Roll Call:**

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

**Motion was moved and approved.**

**Mr. Patterson made a motion to allow Mr. Siciliano to talk with JLL America's, Inc. to increase scope of RFP to include construction cost estimate and to put cost of retail portion of project, not to exceed \$20,000, second by Mr. DelMonte.**

**Roll Call:**

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

**Motion was moved and approved.**

**D. Chairperson's Report**

Mr. Byrne reviewed meetings held throughout the month.

**Committee Reports:**

- o **Buildings and Grounds** – Mr. Greenland stated that the report was included in the packet. We are awaiting prices for neon lighting. The holiday window décor contest was completed and went well. Photos will be taken and a press release will be sent out.

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**Old Business:** Nothing.

**New Business:** Nothing.

**Policies/Procedures:** Nothing.

**Correspondence/Communication:** Nothing.

**E. Executive Session**

Nothing.

**F. Any matter of immediate attention - Nothing.**

**G. Motion to go into the GWTIDA/Advertising portion of the meeting.**

**Mr. Patterson made a motion to go into the GWTIDA portion of the meeting, second by Ms. Murphy.**

**Roll Call:**

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

**Motion was moved and approved.**

Respectfully,

A handwritten signature in cursive script that reads "Frances Feketics". The signature is written in black ink and is positioned above the printed name.

Frances Feketics  
Board Secretary

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WILDWOODS CONVENTION CENTER

REGULAR MEETING, THURSDAY, DECEMBER 17, 2015

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The minutes of November 19, 2015 were approved.

B. Executive Director's Report

**Department Updates** – Included in the board packet were:

- Events Department Update – December 2015
- Finance Department Update – December 2015
- Marketing/Public Relations Update – December 2015

Mr. Siciliano reported that the date for the Race of Gentlemen has been put on hold.

It was also reported that we are awaiting confirmation of tax collection numbers for October.

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In addition, we will be meeting with Tony DeMarco of Signature Communications in January.

**Motions:**

**Mr. Reidenbach made a motion to approve the Bill List in the amount of \$916,960.54, second by Mr. DelMonte.**

Roll Call:

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

**Motion was moved and approved.**

Mr. Siciliano stated that each municipality will be receiving \$261,000 plus an administrative fee of \$30,000, for a total of \$291,000.

**Mr. Greenland made a motion to award the contract for printing of the 2016 Calendar of Events to the successful lowest bidder, Mark Lithography, in the amount of \$22,995.00, second by Ms. Murphy.**

Roll Call:

Mr. Byrne	Yea	Mr. Patterson	Yea
Mr. DelMonte	Yea	Mr. Barnabei	Yea

Mr. Reidenbach	Yea	Ms. Murphy	Yea
Mr. Morey	Yea	Mr. Greenland	Yea
Mr. Montello	Yea		

**Motion was moved and approved.**

**Mr. Patterson made a motion to adopt the 2016 GWTIDA Budget, as read into the minutes, second by Ms. Murphy.**

Roll Call:

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

**Motion was moved and approved.**

**Mr. DelMonte made a motion to approve the proposed 2016 GWTIDA Board Meeting Schedule as presented, with August and September meetings being held on the third Wednesday of the month, second by Mr. Montello.**

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Roll Call:

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

**Motion was moved and approved.**

**Ms. Murphy made a motion to amend the 2015 Signature Communications contract for Creative and Media Services, from \$600,000 to \$675,000, second by Mr. DelMonte.**

Roll Call:

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

**Motion was moved and approved.**

**Correspondence/Communication – None.**

**C. Chairperson's Report**

**Committee Reports:**

- **Advertising:** Ms. Murphy reported that there was nothing to add this month.
- **Special Events:** Mr. DelMonte stated that the committee is moving forward with funding contracts and all is on track.

**Old Business – None.**

**New Business –** Mr. Siciliano thanked the board for their support during the year. The staff cannot do what they do without the board. Mr. Byrne added that he appreciates the staff guidance and board support.

**Policies/Procedures – None.**

**Correspondence/Communication – None.**

**D. Public Comment – None.**

**E. Executive Session – None.**

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**F. Any matter of immediate attention**  
Our next Board Meeting will be held on Thursday, January 21, 2016 at 6:00 p.m.

**G. Motion to Adjourn**  
**Mr. Byrne made a motion to adjourn, second by Mr. DelMonte.**

**Roll Call:**

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

**Motion was moved and approved.**

Respectfully Submitted,



Frances Feketics  
Board Secretary