

**PART I  
OPERATIONS  
GWTIDA as AGENT for  
NJSEA**

**(Minutes from 6/15/17 Regular Board Meeting)**

GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY  
WILDWOODS CONVENTION CENTER

REGULAR MEETING, THURSDAY, JUNE 15, 2017

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

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

**A. Approval of Minutes**

**Mr. Patterson made a motion to approve the minutes from the Regular Meeting on February 16, 2017, second by Mr. DeMonte.**

**Roll Call:**

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

**Motion was moved and approved.**

The minutes of April 27, 2017 could not be approved.

The minutes of May 18, 2017 could not be approved.

**B. Public Comment – None.**

**C. Executive Director's Report**

Included in the board packet were:

Administration Update – June 2017  
Finance Update – June 2017  
Housing Update – June 2017  
Sales Update – June 2017  
SMG Update – June 2017  
Delaware North Update – June 2017

**Correspondence/Communication:** None.

Mr. Siciliano apologized for flipping the times for the Advertising Committee and Special Events Committee meetings discussed in the Administrative Department report.

There were no questions on the Executive Director's Report.

**Motions:** None.

**D. Chairperson's Report**

Mr. Byrne stated that there will now be 2 Chairperson's Reports – one for NJSEA-Operations side, and one for GWTIDA-Advertising side. On the Operations side, Mr. Byrne attended 4 meetings – a conference call with Tony Peterman to discuss the convention center hotel, a conference call with Mr. Siciliano and Mr. Marra to discuss our dune issue, another meeting with Tony Peterman to discuss and review our responses to developer questions, and a Buildings & Grounds Committee meeting.

**Committee Reports:**

- o **Buildings and Grounds** – Mr. Greenland stated that the report was included in the packet. Working on Capital projects and we will hopefully get new boardroom chairs soon.

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

**Motion was moved and approved.**

Respectfully,

A handwritten signature in cursive script that reads "Frances Feketics". The signature is fluid and elegant, with a large initial 'F'.

Frances Feketics  
Board Secretary

**PART II**  
**GWTIDA**  
**ADVERTISING/PROMOTIONS**  
**(Minutes from 6/15/17 Regular Board Meeting)**

GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY  
WILDWOODS CONVENTION CENTER

REGULAR MEETING, THURSDAY, JUNE 15, 2017

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The Regular Meeting minutes of February 16, 2017 were approved.  
The Regular Meeting minutes of April 27, 2017 could not be approved.  
The Regular Meeting minutes of May 18, 2017 could not be approved

B. Executive Director's Report

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

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

Mr. Patterson inquired about the Baby Parade. Ms. Trapp replied that it will be more like a promenade and stay close by.

Mr. Byrne stated that in the May Minutes, under the Part 2 Chairperson's Report, it says that Mayor Troiano would move the dune out 200 ft. from the "convention center", and it should actually read "boardwalk".

**Mr. Byrne made a motion to correct the May 18, 2017 meeting minutes, under the Chairperson's Report, to read, "boardwalk" instead of "convention center", as it relates to moving the dune out 200 ft., second by Mr. Reidenbach.**

Roll Call:

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

**Motion was moved and approved.**

Mr. Byrne stated that the Unlocking of the Ocean went very well and a great job was done by everyone involved. It was a nice event, with Lt. Governor also in attendance. Thank you to all the board members who also attended.

Mr. April added that Atlantic City will be moving their Unlocking event to the week before Memorial Day.

**Correspondence/Communication** – None.

**Motions:**

**Mr. Reidenbach made a motion to approve the Bill List in the amount of \$333,183.93, second by Mr. Greenland.**

**Roll Call:**

Mr. Byrne	Yea, abstain from #	Mr. Patterson	Yea
Mr. DeMonte	Yea	Mr. Barnabei	Yea
Mr. Reidenbach	Yea	Ms. Murphy	Absent
Mr. Morey	Yea	Mr. Greenland	Yea
Mr. Montello	Absent		

**Motion was moved and approved.**

Mr. Siciliano stated that we need to ask GWTIDA to authorize up to \$30,000 to extend JLL, Inc. contract for Phase 3 of the hotel project. Phase 3 includes evaluating the results that we received from the RFQ and working with us, if there is a successful developer, to develop the room block agreements and putting together the agreement with the developer on getting the property built. We are asking for \$30,000 from the GWTIDA side because the NJSEA is pretty clear, when we got the grants, that they would not be interested in incurring any new liability or any new debt of any kind to get the project done. So in order to keep our consultant working with us on getting through this next phase, Mr. Siciliano spoke with both the Chairman and Vice-Chairman, and they all believe this is a project they would all love to see happen. We do in fact have the money to authorize this. So if we are going to pursue this, we would need to pursue this with GWTIDA's money.

Mr. Morey had questions regarding funding used for the project, initial feasibility study and CAFRA pre-application approval, which were answered by Mr. Siciliano. Mr. Byrne added that we need Tony Peterman to be included in this process. He is also helping us to write the documents and negotiate agreements. Grants obtained for the project were also discussed. Mr. Siciliano stated that Tony Peterman is trying to push the process along while not trying to rush the process of getting a developer here with an agreement in place.

**Mr. Morey made a motion to authorize payment in the amount of \$30,000 to JLL, Inc. for Phase 3 contract extension, for Tony Peterman to continue work on the convention center hotel project, second by Mr. Reidenbach.**

**Roll Call:**

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

**Motion was moved and approved.**

**C. Chairperson's Report**

Mr. Byrne stated that there are now 2 reports included in the board packet. On the tourism side, Mr. Byrne attended the Unlocking of the Ocean, which was a very nice event, and Special Events and Advertising Committee meetings.

Mr. Patterson added that the way the bleachers were arranged at the Unlocking and the stage to face the boardwalk was so much nicer than in past years. There were many members of the public watching the event from the boardwalk.

Mr. Byrne discussed the C5 Plan. Mr. Byrne, Mr. Siciliano and Mr. April met with Senator Van Drew to discuss the plan. They are now trying to schedule a meeting with the Office of Legislative Services (OLS), which will also include Todd Noon from Triad Associates. Senator Van Drew has asked us to write legislation, get it approved with OLS, that allows GWTIDA to recuperate some of the tax money, let the Senator review it, then the Senator, if agrees, will carry to flag for the legislation. It is moving along, and progress is being made.

Mr. Morey asked about prioritizing projects. Mr. Byrne stated that the biggest project is the boardwalk, other tourism infrastructure convention center hotel, cedar avenue, etc.

Mr. Byrne stated that the hotel project is moving along. The committee has eliminated 2 of the 5 developers. Tony Peterman is trying to expedite, however the committee is not yet ready. Mr. Reidenbach asked who the 3 developers are, to which Mr. Byrne replied the Gurwicz Organization, Sora Northeast, and Icona. DE North did not have any interest in developing. Follow up meetings with the remaining three developers will be held on Friday and Monday, which will be our second round of interviews. The committee will then try to narrow it down, and develop a letter of intent. Mr. Siciliano added that certainty of development and description of project are important aspects. There will be some financial discussions at the upcoming meetings. We are trying to identify if any of the remaining three developers are not going to be able to show us that they can develop this project financially. Additional questions were asked of the developers and previous projects they have done. They will have to decide what to build, do a feasibility study. We may not get that unless something changes between now and Monday. They need to do their due diligence. Mr. Byrne stated that this is an important choice to make.

**Committee Reports:**

- **Advertising:** Mr. Rose stated that the committee is moving along. We are doing a lot in PR, website visits are up 6.1%, so that is a good sign. Things are moving along.
- **Special Events:** Mr. DelMonte stated that there is nothing to add at this time. Events are happening and we are seeing how they go.
- **Strategic Planning:** Mr. Morey provided a few updates to the board. The dune location – we are waiting for the official letter to go to NJDEP. The Rio Avenue Project is still on schedule. There is a public meeting that will be scheduled before we can move to the next phase of the design process.



Construction is projected to begin in Fall of 2018. Also Cedar Avenue entrance that was part of the 2015 Plan is being worked on. There was a grant for that as well as the bike path. It would be nice to have another official entrance to the boardwalk. Mr. Morey also reported that the Dog Beach is moving. It will be bigger and better than before, and will be located between Maple and Glenwood Avenues, on west side of proposed dune location.

Mr. Morey discussed proposed parking on east side of the Boardwalk. City of Wildwood did just pass on second reading that they fully intend to put parking on the beach to the North of the convention center.

**Old Business – None.**

**New Business –** Mr. Patterson stated that he would like to see GWTIDA write a letter to the Mayor and Commissioners of the City of Wildwood thanking them for landscaping and beautifying their city hall. It spruced up the area and the Crest Savings sign is beautiful. It looks like a new building. It was a nice beautifications project. Mr. Siciliano will write a letter to the City of Wildwood.

**Policies/Procedures – None.**

**Correspondence/Communication – None.**

D. **Public Comment** – None.

E. **Executive Session** – None.

F. **Any matter of immediate attention**  
Our next Board Meeting will be held on Thursday, July 20, 2017 at 6:00 p.m.

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

**Roll Call:**

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

**Motion was moved and approved.**

Respectfully Submitted,



Frances Feketics  
Board Secretary