

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

**REGULAR MEETING, THURSDAY, MAY 16, 2013**

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

Call to Order: The Meeting was called to order by Chairperson, 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	Absent
Mr. DelMonte	Present	Mr. Barnabei	Present
Mr. Reidenbach	Absent	Ms. Murphy	Absent
Mr. Morey	Present	Mr. Greenland	Present
Mr. Montello	Present	Ms. Hanlon	Absent

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

- A. Approval of Minutes**  
**Mr. DelMonte made a motion to approve the minutes from April 18, 2013, seconded by Mr. Barnabei.**

**Roll Call:**

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

**Motion was moved and approved.**

- B. Executive Director's Report**

Included in the board packet were:

- Administration Update – May 2013
- Finance Update – May 2013
- Housing Update – May 2013
- Marketing/Public Relations Update – May 2013
- Sales Update – May 2013
- SMG Update – May 2013
- Delaware North Update – May 2013

Mr. Siciliano informed the board that he was notified on Tuesday that our Food & Beverage General Manager, Rich Federici will be moving on. We have very much enjoyed having Mr. Federici as part of our family and wish him well. During the last 4 years he has been with us, Rich has brought food and beverage in the building to a very solid, consistent level. Thank you for all you have done and you will be missed.

Mr. Byrne commented on the SMG report. The landscaping looks great and the soffit project is complete, which came out beautifully.

Ms. Kane provided the board with an update on the roof issues.

**Correspondence/Communication:** Nothing.

**Motions:**

Mr. Siciliano stated that a motion is needed to authorize the Finance Department to go out to bid for RFP for Food & Beverage services at the Wildwoods Convention Center.

**Mr. Montello made a motion to authorize the Finance Department to go out to bid for RFP for Food & Beverage Services at the Wildwoods Convention Center, second by Mr. Greenland.**

**Roll Call:**

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

**Motion was moved and approved.**

Mr. Siciliano discussed the need to award a bid for Event Security and Crowd Management Services at the Wildwoods Convention Center. A bid summary report was provided to the board. We are recommending to award the bid to Strikeforce for 3 years, with a 2-year option. Ms. Kane commented on the information provided, and Mr. McNicholas stated that the rates are the same as they are now.

Mr. Greenland made a motion to award the bid for Event Security and Crowd Management Services at the Wildwoods Convention Center to Strikeforce, for a period of 3 years, commencing on June 1, 2013 and ending on May 31, 2016, with a two year option, second by Mr. DelMonte.

**Roll Call:**

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

**Motion was moved and approved.**

**C. Chairperson's Report**

Mr. Byrne stated his update was included in the packet, and reiterated meetings he attended throughout the month.

The transportation study meeting will be rescheduled.

**Committee Reports:**

- **Buildings and Grounds** – Mr. Siciliano provided the board with an update on the v-zone issue. There were items removed from the application. FEMA now has a 90-day restart. Dr. Weggel and Joe Lomax feel that we are in a better situation and hope to move forward in a positive direction. Ideas to brighten up the North side of the building were discussed. Board members were asked for ideas as well. Mr. Morey asked for elevations of meeting rooms 4-10 to be emailed and he will work on a proposed design.
- **Entertainment & Sales** – Mr. Montello deferred to Mr. Lynch. Mr. Lynch gave a Sales Department update at this time, and discussed bookings in the building. He also stated that this is Tournament of Bands 41<sup>st</sup> year in the building.

**Old Business:** Nothing.

**New Business:** Nothing.

**Policies/Procedures:** Nothing.

**Correspondence/Communication:** Included in the packet was a Thank you letter from John Kelley of the Cape May County Chamber of Commerce for all that the staff does to make the Business to Business Expo a success.

**D. Executive Session**

**Nothing.**

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

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

**Mr. DeMonte made a motion to go into the GWTIDA portion of the meeting, second by Mr. Montello.**

**Roll Call:**

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

**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 typed name.

Frances Feketics  
Board Secretary

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WILDWOODS CONVENTION CENTER

REGULAR MEETING, THURSDAY, MAY 16, 2013

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The minutes from the April 18, 2013 meeting were approved.

B. Executive Director's Report

**Department Updates** – Included in the board packet was an Events Department Update and a Finance Department Update for May 2013.

Mr. Siciliano reported that to date, we are funding \$526,000 in event support throughout the island in 2013.

Ms. Trapp reminded the board that the Unlocking of the Ocean will take place on Friday, May 24<sup>th</sup> and asked that any members that have not RSVP'd to date, please do so to Bev. We will be happy to see you all there. Ms. Grace Hanlon will also be joining us at the event.

Mr. Siciliano reported that the Family Holiday Celebration, which we originally thought we would not be able to do, will go on. We figured out a way to make the event happen the following weekend of December 13<sup>th</sup> and 14<sup>th</sup>. This is a great community event.

**Correspondence/Communication** – Included in the board packet were letters to 1) Gary McGhee of the Greater Wildwood Hotel Motel Association regarding a request for an agreement of parking operation, 2) Mayor Troiano and Commissioners Byron and Leonetti regarding request for an agreement of parking operation, 3) All legislators, local elected officials, GWTIDA Board members and island-wide organizations regarding the Unlocking of the Ocean.

**Motions:**

Mr. Siciliano stated that bills needing approval amount to \$69,100.35. Voucher #1382 was pulled. The new amount needing approval is \$63,960.35.

**Mr. DelMonte made a motion to approve the bill list in the amount of \$63,960.35, second by Mr. Barnabei.**

**Roll Call:**

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

**Motion was moved and approved.**

Mr. Siciliano distributed the GWTIDA audit to the members of the board. It was mentioned that the Management Discussion and Analysis is particularly important to read.

Mr. McNicholas reviewed key points of the audit, including: the 2% Tourism Tax was our best ever last year. Also, money returned to the municipalities total \$258,393. The 1.85% tax was more than in 2011. Revenues collected from TDF were discussed. Mr. McNicholas reviewed with the Board the financial statements presented.

Mr. McNicholas reported that there were no Findings or Recommendations, and reviewed the Summary of Results on page 31. There were no questions on the audit report.

Mr. April read the resolution into the minutes.

**Mr. DelMonte made a motion to accept the 2012 GWTIDA Audit, as read into the minutes by Mr. April, second by Mr. Morey.**

**Roll Call:**

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

**Motion was moved and approved.**

**C. Chairperson's Report**

**Committee Reports:**

- **Advertising:** Mr. Siciliano stated that the committee met yesterday. Suasion Communications was brought in to give a first quarter recap on all we have done on PR, and where we are going. It was a very productive meeting and we will regroup.

Mr. Byrne discussed the Comcast program with donut commercials. The commercials are low cost and high quality.

Mr. Rose discussed the Post Sandy Recovery FAM Tour. The tour generated a lot of media coverage as well as follow-up coverage. The message is out that the Wildwoods are open and ready for business.

- **Finance:** Mr. Siciliano stated that there was nothing to add at this time.
- **Special Events:** Mr. DelMonte stated that the committee is in the reviewing process for funding requests. Mr. Byrne added that the event selection criteria is a difficult project and commended Ms. Trapp and the entire Special Events Committee for a job well done. The new document will serve us very well. Also, the Soul Summer Slam is being revitalized and will

include flag football, bands, etc. It will be held during the last week in August.

- **Strategic Planning:** Mr. Morey discussed bike path costs and his visit to Seaside Heights. He also requested elevations of the building, particularly the area from Meeting Room 4 through 10, be emailed to him.

**Old Business** – Nothing.

**New Business** – Nothing.

**Policies/Procedures** – Nothing.

**Correspondence/Communication** – A letter of invitation to Governor Christie was included in the packet for the Morey's Piers/Autumn DeForest event to benefit the Hurricane Sandy NJ Relief Fund over the July 4<sup>th</sup> holiday.

D. **Public Comment** – Nothing.

E. **Executive Session** - Nothing.

F. **Any matter of immediate attention**  
The next GWTIDA Board Meeting will be held on Thursday, June 20, 2013.


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

**Roll Call:**

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

**Motion was moved and approved.**

Respectfully Submitted,



Frances Feketics  
Board Secretary