

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

**REGULAR MEETING, THURSDAY, MAY 17, 2018**

**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	Absent
Mr. Reidenbach	Absent	Mr. Greenland	Present
Mr. Morey	Present	Mr. Hamlin	Present
Mr. Montello	Present		

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

**A. Approval of Minutes**

**Mr. Morey made a motion to approve the minutes from the Regular Meeting on April 19, 2018, second by Mr. Greenland.**

**Roll Call:**

Mr. Byrne	Yea	Mr. Patterson	Yea
Mr. DelMonte	Abstain	Mr. Barnabei	Absent
Mr. Reidenbach	Absent	Mr. Greenland	Yea
Mr. Morey	Yea	Mr. Hamlin	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 – May 2018  
Finance Update – May 2018  
Housing Update – May 2018  
Sales Update – May 2018  
SMG Update – May 2018  
Delaware North Update – May 2018

**Correspondence/Communication: None.**

Mr. Siciliano reported that we received the 2% tax collection numbers through March, which total \$215,792.00. This is 4% under 2017, and 20% over budget (5-year average). Additional discussion on revenues took place, including Cheer Tech and Tournament of Bands (TOB). It was noted that last year was the highest year for TOB.

Mr. Byrne asked board members to RSVP to Beverly Trapp for the Unlocking of the Ocean event scheduled for Friday, May 25<sup>th</sup>.

**Motions:** Mr. Siciliano stated that we need to award a contract for security services for the building. Based on overall scoring and other factors considered, we are recommending RSP.

**Mr. Patterson made a motion to award contract for Event Security & Crowd Management Services at the Wildwoods Convention Center to RSP Command, Inc., for a period of 3 years, beginning on June 1, 2018 and ending on May 31, 2021, with an option for two additional one-year terms. Payment shall be hourly, based on services needed, second by Mr. Greenland.**

Mr. Byrne had questions regarding Strikeforce, which were answered by Mr. Siciliano. There were some issues with Strikeforce including loss of employees, not meeting SORA requirements, and statements made in their interview. It was also noted that RSP handles security for Boardwalk Hall, AC Convention Center, casinos, etc. We are comfortable with this decision.

**Roll Call:**

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

**Motion was moved and approved.**

Mr. Siciliano stated that there is a need for the facility to keep up with technical and Wi-Fi demands, and our firewalls are outdated. We will be soliciting vendors to see what their recommendations are. Also, SMG has provided us with their IT employee, who has written specs for a position in our building, and will be part of the selection process. We need to stay current.

**Mr. Greenland made a motion to authorize the Executive Director to go out to bid for Design & Build Upgrades to Computer Network Services to users of the Wildwoods Convention Center, second by Mr. Morey.**

**Roll Call:**

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

**Motion was moved and approved.**

**Mr. DelMonte made a motion to authorize the Executive Director to go out to bid for Food and Beverage Operations at the Wildwoods Convention Center, second by Mr. Patterson.**

**Roll Call:**

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

**Motion was moved and approved.**

**D. Chairperson's Report**

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

**Committee Reports:**

- **Buildings and Grounds** – Mr. Greenland stated that minutes of the meeting were included in the packet. We have spoken with Tim Schoffler of Schoffler Landscaping and we are confident that any weed issues will be corrected.

**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.**

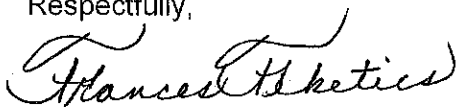
**Mr. Patterson made a motion to go into the GWTIDA portion of the meeting, second by Mr. DelMonte.**

**Roll Call:**

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

**Motion was moved and approved.**

Respectfully,



Frances Feketics  
Board Secretary

GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY  
WILDWOODS CONVENTION CENTER

REGULAR MEETING, THURSDAY, MAY 17, 2018

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The Regular meeting minutes of April 19, 2018 were approved.

B. Executive Director's Report

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

Events Department Update – May 2018  
Finance Department Update – May 2018  
Marketing/Public Relations Update – May 2018

Mr. Siciliano stated that we are still waiting to hear from the auditors to schedule time to finish fieldwork for the audit.

**Correspondence/Communication** – A letter of invitation was sent to legislators, Mayors, GWTIDA Board members and community organizations regarding the Unlocking of the Ocean on Friday, May 25<sup>th</sup>. Please RSVP to Ms. Trapp.

Motions:

**Mr. Patterson made a motion to approve the Bill List in the amount of \$183,813.88, second by Mr. DelMonte.**

Roll Call:

Mr. Byrne	Yea, abstain on J. Byrne paymt	Mr. Patterson	Yea
Mr. DelMonte	Yea	Mr. Barnabei	Absent
Mr. Reidenbach	Absent	Mr. Greenland	Yea
Mr. Morey	Yea	Mr. Hamlin	Yea
Mr. Montello	Yea		

**Motion was moved and approved.**

Mr. Siciliano stated that we have been working with the county on the Rio Grande Avenue Project. Our portion is to work on the design and signage at entryway. We approved funding four years ago for Stokes Architecture for that purpose. Now we need to approve an additional \$16,000 to complete the design phase and get through the construction phase.

Mr. Hamlin had questions regarding the construction phase, which were answered by Mr. Siciliano. We want to consult and ensure that the design is done correctly. Mr. Morey asked about wayfinding and wants to make sure it is included in the plan. Mr. Siciliano believes it is, however will follow up.

**Mr. Greenland made a motion to approve funding of an additional \$16,000 to Stokes Architecture for design completion of the signage for the Rio Grande Avenue Project and to have Stokes Architecture consult through the actual construction process, subject to the Executive Director confirming wayfinding requirement, second by Mr. DelMonte.**

**Roll Call:**

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

**Motion was moved and approved.**

Mr. Siciliano gave an update on the C5 Project. The bill was put into the Gaming Committee on May 14<sup>th</sup>. Mr. Siciliano spoke in favor of the legislation. Ed Salmon spoke in favor on behalf of the City of Wildwood. The bill came out 4-0 in favor and will now go to the Senate & Budget Committee, then to Assembly, where testimony will likely also be provided. May 14<sup>th</sup> testimony was step 1 of 7. We are asking for a match of 2% tourism tax to come back to GWTIDA. Senator Thompson of Ocean County asked for an amendment, that the funding be for infrastructure only. The timeline, in Mr. April's opinion, is sometime this year. Mr. Byrne is thankful for Mr. Siciliano going to testify, and did a great job with both the testimony and the questions and answers. The initiative is moving along. Mr. Morey had additional questions, which were answered by Mr. April. Todd Noon suggested that we get updated municipal and county resolutions in support of the specific Senate Bill. Mr. April suggested that if there is a number for the Assembly Bill, to ask for support for both.

Mr. Siciliano gave an update on the Hotel Project. Tony Peterman will be meeting with the developer to discuss status and parking issues. Mr. April further discussed parking, and the board discussed possible options, in addition to dunes and beach parking.

**C. Chairperson's Report**

Mr. Byrne reiterated meetings attended throughout the month.

**Committee Reports:**

- **Advertising:** Mr. Rose discussed the 2019 Advertising direction, and how we can do a mini-campaign on the shoulder season. Will look at costs and look into next year to see what we can incorporate.
- **Special Events:** Mr. DelMonte stated that funding was approved for Restaurant Week. The event is now back to just 2 weeks (June 17-21 and August 26-30), both Sunday through Thursday. Also, the event is under new direction of Brendan Sciarra and Russ Simmons.

Sue Daley has been working on the "sponsored by" signage, which have been painted and being placed on all of the icon walls and electrical boxes that we have sponsored and completed.

Mr. DelMonte stated that he attended the MudHen ½ Marathon event, and it was very well attended. It is nice to have a brand new business and a new partnership in Brendan Sciarra and Steve DelMonte. The event brought a lot of people to town and made it a great weekend!

- **Strategic Planning:** Mr. Morey gave an update on the Rio Grande Avenue Project. It is still scheduled to start in September 2018. Renaming of Rio Grande Avenue was discussed. Mr. Morey had questions on the topic which were answered by Mr. Byrne. There is a Mayor's Think Tank meeting coming up, where Mr. Byrne will place the item of renaming Rio Grande Avenue on the agenda.

Mr. Morey also discussed the Roger Brooks Seminar held at the Wildwoods Convention Center last week, focusing on small town redevelopment, Main Street development and the importance to success of city and convention center. A 7-8 month economy is needed to make a town work properly, and we need places for people to go after 6:00 p.m. There is a sub-committee working on a downtown plan. Mr. Hamlin discussed the positive changes that were made to Asbury Park. Plans need to be implemented and it is the business people's responsibility.

**Old Business** – None.

**New Business** – None.

**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, June 21, 2018 at 6:00 p.m.


**G. Motion to Adjourn**  
**Mr. Patterson made a motion to adjourn, second by Mr. Greenland.**

**Roll Call:**

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

**Motion was moved and approved.**

Respectfully Submitted,



Frances Feketics  
Board Secretary