

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

**REGULAR MEETING, THURSDAY, OCTOBER 19, 2017**

**Part I - OPERATIONS**

**GWTIDA as agent for NJSEA**

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

Salute to flag.

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

**Roll Call:**

Mr. Byrne	Absent	Mr. Patterson	Present
Mr. DeMonte	Present	Mr. Barnabei	Absent
Mr. Reidenbach	Present	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**

The minutes of September 21, 2017 cannot be approved due to lack of quorum.

**B. Public Comment – None.**

**C. Executive Director's Report**

Included in the board packet were:

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

**Correspondence/Communication:** None.

Mr. Siciliano stated that the August tax collections numbers have been received. Our budget for August was \$1,236,909 and we received \$1,286,788 or just about \$50,000 over. So through August 2017 we have collected \$4,089,105 which is 19% over the 5-year average and 10% ahead of 2016.

Mr. Siciliano discussed parking. Our parking revenue for 2017 is \$860,265. If you look at 2015, 2016 and 2017, we are within 1% of each other.

Based on these numbers, we will be taking a look at capital items or work needed in the building that can be done in the balance of 2017.

Mr. Morey had questions on the percentage of tax, which were answered by Mr. Siciliano. Also, condo collections were discussed, and they are based on a flat fee.

Mr. Reidenbach had additional questions which were answered by Mr. Siciliano.  
Mr. Greenland had questions on parking which were answered by Mr. Siciliano.

**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, and there were no questions.

**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.**

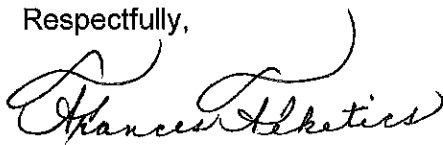
**Mr. Reidenbach made a motion to go into the GWTIDA portion of the meeting, second by Mr. Montello.**

**Roll Call:**

Mr. Byrne	Absent	Mr. Patterson	Yea
Mr. DelMonte	Yea	Mr. Barnabei	Absent
Mr. Reidenbach	Yea	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

REGULAR MEETING, THURSDAY, OCTOBER 19, 2017

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The Regular meeting minutes of September 21, 2017 could not be approved.

B. Executive Director's Report

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

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

Mr. Siciliano stated that our 1.85% tax collections are following the same trend as the 2% tax. We are 19% up over the 5-year average and 20% up over our anticipated budget.

Based on these results, we will be making a motion tonight to amend our 2017 budget to account for 1) the additional revenue, and 2) to adjust the amounts that we will need to pay the 3 municipalities for their share of the 1,85% tax.

Additionally, based on the outcome of these collections, we will be utilizing \$100,000 of the surplus this year to bolster the 2018 budget. We discussed increasing the marketing budget as well as updating the website. We will entertain a motion tonight to approve the 2018 GWTIDA Budget which will include that \$100,000 surplus utilization.

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

**Correspondence/Communication** – None.

Motions:

**Mr. Reidenbach made a motion to approve the Bill List in the amount of \$96,088.89, second by Mr. Greenland.**

Roll Call:

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

**Motion was moved and approved.**

Mr. Siciliano reported that there is a need to amend the 2017 GWTIDA tourism budget, in case we receive a number that we think we might get to in our revenues, that will then make our expenditures go up. We are well within our budget.

**Mr. Patterson made a motion to amend the 2017 GWTIDA tourism budget, raising operating revenues from \$3,364,185.00 to \$3,741,388, and Appropriations from \$1,017,445 to \$1,220,341, second by Mr. Greenland.**

Roll Call:

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

**Motion was moved and approved.**

Mr. Siciliano stated that we need to submit our budget to Trenton for 2018. The budget will have an additional \$100,000 for either marketing improvements, modifications to website to match our new software, etc. Any marketing effort changes will be discussed and decided upon at the committee level. Mr. Siciliano reviewed the budget with the board.

**Mr. Siciliano read the following resolution regarding approval of the 2018 GWTIDA Tourism Budget:**

**WHEREAS, the Annual Budget and Capital Budget for the Greater Wildwoods Tourism Improvement and Development Authority for the fiscal year beginning, January 1, 2018 and ending, December 31, 2018 has been presented before the governing body of the Greater Wildwoods Tourism Improvement and Development Authority at its open public meeting of October 19, 2017; and**

**WHEREAS, the Annual Budget as introduced reflects Total Revenues of \$3,445,150, Total Appropriations, including any Accumulated Deficit if any, of \$3,555,150 and Total Unrestricted Net Position utilized of \$100,000; and**

**WHEREAS, the Capital Budget as introduced reflects Total Capital Appropriations of \$ -0-; and Total Unrestricted Net Position planned to be utilized as funding thereof, of \$ -0-; and**

**WHEREAS, the schedule of rates, fees and other charges in effect will produce sufficient revenues, together with all other anticipated revenues to satisfy all obligations to the holders of bonds of the Authority, to meet operating expenses, capital outlays, debt service requirements, and to provide for such reserves, all as may be required by law, regulation or terms of contracts and agreements; and**

**WHEREAS, the Capital Budget/Program, pursuant to N.J.A.C. 5:31-2, does not confer any authorization to raise or expend funds; rather it is a document to be used as part of the said Authority's planning and management objectives. Specific authorization to expend funds for the purposes described in this section of the budget, must be granted elsewhere; by bond resolution, by a project financing agreement, by resolution appropriating funds from the Renewal and Replacement Reserve or other means provided by law.**

**NOW, THEREFORE BE IT RESOLVED**, by the governing body of the Greater Wildwoods Tourism Improvement and Development Authority, at an open public meeting held on October 19, 2017 that the Annual Budget, including all related schedules, and the Capital Budget/Program of the Greater Wildwoods Tourism Improvement and Development Authority for the fiscal year beginning, January 1, 2018 and ending, December 31, 2018 is hereby approved; and

**BE IT FURTHER RESOLVED**, that the anticipated revenues as reflected in the Annual Budget are of sufficient amount to meet all proposed expenditures/expenses and all covenants, terms and provisions as stipulated in the said Authority's outstanding debt obligations, capital lease arrangements, service contracts, and other pledged agreements; and

**BE IT FURTHER RESOLVED**, that the governing body of the Greater Wildwoods Tourism Improvement and Development Authority will consider the Annual Budget and Capital Budget/Program for adoption on December 21, 2017.

**Mr. Reidenbach made a motion to approve the 2018 GWTIDA Tourism Budget, as read into the minutes by our solicitor, Mr. April, second by Mr. Morey.**

Roll Call:

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

**Motion was moved and approved.**

**C. Chairperson's Report**

**Committee Reports:**

- **Advertising:** Mr. Siciliano discussed the Advertising Committee Meeting minutes, which were included in the packet. We will be in a very good spot. Committee meetings that were cancelled will be rescheduled prior to next month.
- **Special Events:** Mr. DelMonte stated that we are in a limbo period, and the committee is awaiting post event reports.
- **Strategic Planning:** Mr. Morey discussed Rio Grande Avenue Project. A public meeting was held to discuss plans for art at entrance, and bus stoppage on Rio Grande Avenue was also discussed. Mr. Morey thanked the board for their votes and support of architectural work to move the project forward. Additional discussion on Byrne Plaza project.

**Old Business** – Mr. Siciliano provided the board with an update on parking for the convention center hotel project. A report was compiled and submitted to NJDEP regarding parking. We have received a reply from NJDEP stating that our lots have sufficient parking so a developer would not have to replace any parking. We can now apply to CAFRA for a permit, and we have made a call to Tony Peterman.

Mr. Siciliano stated that he and Mr. Byrne, as well as Joe Lomax, also met with Chris Constantino of the Army Corps of Engineers. Our concern is with a 16 ft. dune, as is proposed in the new statewide dune project plan, we would have our views impacted from our building. Mr. Constantino feels that there is a comfort level that they will not impact our view with the dune project as planned. It was a great meeting.

Additional discussion on dune height ensued, and Mr. Patterson voiced his concerns on the project.

Mr. Morey asked where we stood on the Declaratory Judgment. Mr. April stated that we have received responses from all 3 municipalities. We are awaiting a schedule from the judge. Mr. Siciliano reiterated that the GWTIDA Board made a decision that a permit fee for events is different than a user fee.

**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, November 16, 2017 at 6:00 p.m.

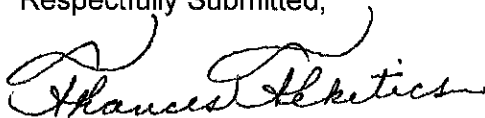
G. **Motion to Adjourn**  
**Mr. Reidenbach made a motion to adjourn, second by Mr. Greenland.**

**Roll Call:**

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

**Motion was moved and approved.**

Respectfully Submitted,



Frances Feketics  
Board Secretary