

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

REGULAR MEETING, WEDNESDAY, APRIL 17, 2019

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

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

Salute to flag.

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

Roll Call:

Mr. Byrne	Absent	Mr. Patterson	Present
Mr. Greenland	Present	Mr. Barnabei	Present
Mr. Reidenbach	Present	Mr. Hamlin	Present
Mr. Morey	Present	Mr. Bumbernick	Present
Mr. Montello	Absent	Mr. Vasser	Present

Also present were Mr. Siciliano, Ms. Trapp, Mr. Rose, Mr. Lynch, Mr. Federici, Mr. Frey, Mr. Cox and Mr. April.

A. Approval of Minutes

Mr. Vasser made a motion to approve the minutes of February 21, 2019, second by Mr. Reidenbach.

Roll Call:

Mr. Byrne	Absent	Mr. Patterson	Abstain
Mr. Greenland	Yea	Mr. Barnabei	Yea
Mr. Reidenbach	Yea	Mr. Hamlin	Abstain
Mr. Morey	Yea	Mr. Bumbernick	Yea
Mr. Montello	Yea via email	Mr. Vasser	Yea

Motion was moved and approved.

The minutes of the March 21, 2019 meeting could not be approved.

B. Public Comment – None.

C. Executive Director's Report

Included in the board packet were:

- Administration Update – April 2019
- Finance Update – April 2019
- Housing Update – April 2019
- Sales Update – April 2019
- SMG Update – April 2019
- Delaware North Update – April 2019

Mr. Greenland had a question on the Administrative Update regarding security services pre-bid meeting, which was answered by Mr. Siciliano. A pre-bid meeting was held yesterday at 2:00 p.m. Three companies came in. Justin took them on a tour of the facility afterwards. The company that we had, RSP Command, struggled to get enough coverage in the building to handle the facility. They wrote us a month ago and exercised their 30 day out clause, and we immediately posted going out to bid again. This weekend, which is one of our biggest weekends for security, we do have it covered by Green Mountain Concert Services. They are one of the companies that showed up for the pre-bid. Tri-County from Vineland, Securitas from Voorhees, and Green Mountain from Atlantic City showed up and we know of two other companies that asked for the RFP. The RFP is due on May 3rd and hopefully at our May meeting we will be able to award the contract to the successful bidder. Strike Force was our company for years. They went Chapter 11 and they had some issues, and that is why we went out to bid last time. RSP was the only other company besides Strike Force that bid at that point. We were struggling to have them meet the security demands that we had. Whoever we have as our new company will come here and try to hire people in our area to help cover shifts here.

Mr. Federici reported that there were a few events that happened over the weekend, the Fishing Expo increased over the last year and continues to grow. The Sweethearts Ball went very well, and Spirit Brand Cheer Competition had a 37% increase over the March event last year.

Mr. Siciliano added that there was an update for the 2% Tourism Tax. Prior to Monday we did not have the numbers for February, but now we have January and February collections that are in. Based on our 5-year average, we are up a pretty nice number for January. This is why it's hard to tell when the numbers are really representative of, because I'm not so sure we were \$35,000 ahead of last January, it's just the way the months fall out and the way Trenton gives us our checks. It's very hard to say that some of that wasn't an overlap from the 4th quarter of 2018.

Mr. Greenland stated that we are also 13.4% up in parking, which is a good way to start off the year.

Mr. Greenland also mentioned that we have 4 straight events where housing is down quite a bit. Mr. Siciliano believes that the housing being down isn't necessarily representative of the event being down, it's just representative of people know how to get around the housing. Or, hotels are now doing expedia, and guests go around the housing program. It's easier for them to go on expedia. The more an event is here, the more people become familiar with the area. People making their own reservations outside of the housing program is happening more and more. What hurts is that the promoter isn't getting the rebate that they have in play, and then they see their numbers decrease. The participants, however, are still here.

Mr. Lynch reported that it was a fantastic week. There were 5,000 wrestlers in the facility.

Mr. Frey reported that all utilities are normal for the month, and PMI's are on schedule. The domestic water pumps are running well.

Correspondence/Communication: None.

Motions: None.

D. Chairperson's Report

Mr. Greenland reiterated meetings held throughout the month. Mr. Byrne does keep busy throughout the month.

Mr. Reidenbach noted that it's been a long time since our exterior has looked as nice as it has. The shrubbery has been cleaned up and looks good. Mr. Greenland will pass that on to the landscaper.

Committee Reports:

- **Buildings and Grounds** – Mr. Greenland stated that minutes were included in the packet. The staff keeps a close eye on the structure of the building. There are several areas of concern, and projects will be prioritized and become part of the capital plan. Loading dock will be taken care of first, and we will keep the board up to date. Also, Steiger is doing the landscaping, and Bryan from our staff is working on the grounds as well. Weeds continue to be a problem, and a consultant may be brought in to further review some issues. We will do the best we can. Mr. Morey noted that there is a substantial amount of gum coming up the steps, and by the front doors. Mr. Frey stated that we will be power washing the steps. We do not have a gum remover. Mr. Morey will send information on a gum removal machine that works well.

Old Business: Mr. Siciliano stated that the NJSEA does have a revised copy of the RFP. We had a conversation about whether or not we were able to go and talk to the company that was in second place, and before we did that, we reached out to NJSEA and their advice to us was to go back out to RFP. Over a year and a half has passed and there may be new interest in the project. We will do that, and Frank Leanza has the revised RFP and is reviewing it. By the end of next week, we should hear back from them and be ready to issue the new RFP.

Mr. Siciliano stated that regarding the Pump Station Project, we did get an answer from the City of Wildwood and their engineers. They sent us the drawings for the Learning Avenue Pump Station that they will be constructing. At the worst-case scenario, we may be impacted by 20 parking spaces overall. They are looking into a way to have less of an impact by moving the station a little more into Learning Avenue and redoing the ramp area. We forwarded all that information up to NJSEA because there has to be some rewording of the lease from the attorney. We are also looking into whether or not that agreement would have to be changed and executed by all the parties of the Omnibus Agreement. We did take the position with the NJSEA that although there may be an impact of 20 spaces to the convention center, the overall good of this project and the alleviating of the flooding on Pacific Avenue, that there is a better outcome than just the effect it has on parking. They will follow our lead on that and move forward.

Mr. Vasser had a question on whether the security RFP was placed on the wildwoodsny website. We will check to see if it has been uploaded and can also email it.

Mr. Morey noted that there was a Morey event with 160+ people here the other day and Rich and crew did a great job. Thank him and staff, it was a great event.

New Business: None.

Policies/Procedures: None.

Correspondence/Communication: None.

E. **Executive Session** – None.

F. **Any matter of immediate attention** - None.

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. Patterson.

Roll Call:

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

Motion was moved and approved.

Respectfully,



Frances Feketics
Board Secretary

GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY
WILDWOODS CONVENTION CENTER

REGULAR MEETING, WEDNESDAY, APRIL 17, 2019

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The Regular meeting minutes of February 21, 2019 were approved.

The Regular meeting minutes of March 21, 2019 could not be approved.

B. Executive Director's Report

Department Updates – Included in the board packet were:

Events Department Update – April 2019
Finance Department Update – April 2019
Marketing/Public Relations Update – April 2019

Mr. Siciliano stated that we received the 1.85% hospitality tax collections for January and February, which again had a positive variance.

There were no questions on the updates.

Mr. Vasser provided an update to the board. Mr. Vasser stated that May 9th, during Tourism Week, the Governor along with the Secretary will be releasing the numbers for 2018. We hope to get a lot of media. We believe the numbers will be good.

Mr. Greenland stated that we will have the Unlocking of the Ocean on Friday, May 24th. If any board members can make it, please let Ms. Trapp know ahead of time.

Mr. Greenland had questions on our new website. Mr. Rose stated that we had a lot of glitches. The main glitches were coordinating the website with pulling information from Simple View. We got that resolved, and the site is up and running and doing well. The trip builder is also a really nice feature to check out.

Correspondence/Communication – Nothing.

Motions:

Mr. Reidenbach made a motion to approve the Bill List in the amount of \$199,502.81, second by Mr. Hamlin.

Roll Call:

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

Motion was moved and approved.

C. Chairperson's Report

Mr. Greenland reiterated meetings held throughout the month.

Committee Reports:

- **Advertising:** The Advertising Committee Meeting scheduled for today was cancelled.
- **Special Events:** Mr. Greenland had questions regarding a potential Air Show at Seaport Pier, and also the East Coast Hall of Fame Concert, which will be held on June 5th. There is a list of honorees, and a list of attendees performing. Ticketmaster is reporting some good advanced sales. The concert will be a half hall event. Mr. Greenland mentioned that we are up to \$522,500 in event support. Mr. Hamlin further discussed the potential Air Show discussion. Mr. Siciliano stated that a presentation was given to the Special Events Committee. They are looking for some initial support for the concept of doing an air show, weekend of June 6 & 7, 2020. They have garnered the support of North Wildwood and are in the process of setting up a meeting with the City of Wildwood, they met with us, and they would like to meet Jack and Will Morey.
- **Strategic Planning:** Mr. Morey reported that there was a plan to provide the board with the revised and approved signs, however Ms. Feketics is not at the meeting. However, the committee got together to review the two main signs, revisions were made, and minor modifications were approved. The architect has the design plan to see if there are any foundation changes that need to be made. Will need to work with Mr. Siciliano to get the sign project out to bid hopefully in early summer so we can get the signs installed by the road opening which should be May or June 2020.

Old Business – Mr. Reidenbach asked Mr. Morey about the sign on the George Redding Bridge, "Thank you for visiting the Wildwoods". No one wants it, then take it down. Many levels of government were involved in that sign.

New Business – None.

Policies/Procedures – None.

Correspondence/Communication – None.

D. Public Comment – None.

E. Executive Session – None.

F. Any matter of immediate attention

Mr. Morey asked about the timeline for rebidding of the hotel RFP. Mr. Siciliano stated that it should be first week of May that they may be ready to go, so we may be ready to go out by mid-May. Mr. Siciliano reached out to Sora, and Sora was informed that NJSEA asked to go back out to RFP. There is no material difference in the RFP. Additional questions on Sykes plan in turnaround and drainage issues. Sora also had no issues with parking and would include structured parking. Mr.

Hamlin mentioned that Dino Sebastiani is also interested in the project. Mr. Siciliano stated that we are hoping for the RFP to be out before May 15th.

G. Motion to Adjourn

Mr. Reidenbach made a motion to adjourn, second by Mr. Patterson.

Roll Call:

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

Motion was moved and approved.

Respectfully Submitted,



Frances Feketics
Board Secretary