

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

REGULAR MEETING, THURSDAY, JUNE 20, 2019

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

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

A. Approval of Minutes

Mr. Patterson made a motion to approve the minutes of May 16, 2019, second by Mr. Reidenbach.

Roll Call:

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

Motion was moved and approved.

B. Public Comment – None.

C. Executive Director's Report

Included in the board packet were:

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

Mr. Byrne had questions regarding the jeep invasion event and its impact on the convention center, which were answered by Mr. Siciliano. Although there are approximately 3,000 attendees for that event, it does not affect the building.

Mr. Greenland commented on the Food & Beverage report and thanked Mr. Federici and his staff for a job well done with the Cape May County Technical High School prom.

Correspondence/Communication: None.

Motions:

Mr. Siciliano stated that the City of Wildwood is working on an outfall line project, and they need an easement from NJSEA and us to take a portion of the lot, approximately 20 spaces. Mr. Siciliano had discussions with NJSEA and the good of the project outweighs us losing 20 parking spaces. The City of Wildwood has drafted an easement to be approved. We need Exhibit A and B to be included. To date we have received Exhibit A, and are awaiting Exhibit B.

Mr. April read the following resolution into the minutes:

A RESOLUTION OF THE GREATER WILDWOODS TOURISM IMPROVEMENT DEVELOPMENT AUTHORITY(GWTIDA) SUPPORTING AND ENDORSING AN EASEMENT WITH THE CITY OF WILDWOOD

Whereas, the City of Wildwood has requested an Easement allowing use of a portion of property currently leased to the New Jersey Sports and Exposition Authority (NJSEA) which is contractual managed as a fiduciary by its agent, GWTIDA, and;

Whereas, GWTIDA's Executive Director and Attorney have reviewed the proposed lease and rendered those comments attached hereto and incorporated herein; and

Whereas, GWTIDA adopts those comments as the factual basis for this Resolution; and

Whereas, the attached form of Easement is approved as to substance and form.

NOW, THEREFORE, BE IT RESOLVED, by GWTIDA that the attached Easement is approved as to substance and form and the Executive Director shall have delivered to NJSEA a signed copy of this Resolution with attachments urging NJSEA to approve and sign the Easement.

Mr. Reidenbach made the motion as read into the minutes above by Mr. April, second by Mr. Greenland.

Roll Call:

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

Motion was moved and approved.

D. **Chairperson's Report**

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

Committee Reports:

- **Buildings and Grounds** – Mr. Greenland stated that minutes were included in the packet and discussed the loading dock project, which will be done in the fall, and the bulkhead mural project, which will depend on the boardwalk renovation project. Weeds continue to be an issue and possible resolutions are being worked on. Mr. Reidenbach had questions regarding boardwalk repair, which were answered by Mr. Siciliano. Mr. Reidenbach also had questions regarding parking lot numbers as they relate to the specific number of cars. This was answered by Mr. Siciliano that an additional report could be printed moving forward, showing the actual number of cars in the parking report, which is part of the Finance Department Update.
- **Convention Center Hotel Committee** – Mr. Siciliano stated that the City of Wildwood put out an RFQP to develop over our lots to the south. Several meetings have been had regarding how the city would make us whole with regards to our parking operations, etc.

Mr. Siciliano also reported that we had our pre-submittal meeting for our hotel RFP on June 14th. There were two developers who attended, as well as George Greenland, and our team, Tony Peterman, Peter Lomax of Lomax Consulting and Austin Gerber of SOSH. June 21st is the deadline for potential bidders to submit any questions they have, and then we have until June 28th to respond to those questions.

Paramount is interested in our project in exchange for a guarantee to build over our parking spaces. A response has been drafted. We are not interested in anything outside of the footprint of our project. In addition, proposals are due to us by July 26th.

Mr. Hamlin asked if there was anything in our RFP that would prohibit a developer to convert hotel rooms to condo or restricting owners from doing same. Mr. April stated that an amendment to the RFP could be done that states "conversion to any other use other than a motel is prohibited." Can address additional items in contract. Additional discussion on 99-year lease, which conveys ownership.

Old Business: None.

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. Greenland.

Roll Call:

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

Motion was moved and approved.

Respectfully,



Frances Feketics
Board Secretary

GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY
WILDWOODS CONVENTION CENTER

REGULAR MEETING, THURSDAY, JUNE 20, 2019

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The Regular meeting minutes of May 16, 2019 were approved.

B. Executive Director's Report

Department Updates – Included in the board packet were:

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

Mr. Siciliano stated that Ms. Trapp is at the Marbles Hall of Fame Ceremony tonight.

Mr. Hamlin had questions regarding Volleyball event in May, which is a great piece of business, and suggested looking into some funding for the event. Mr. Siciliano stated that he, along with Mr. Lynch, Mr. Rose and Ms. Trapp will meet with Mr. Hamlin to further discuss.

Mr. Siciliano discussed issues with hotels during American Legion/Jeep Invasion weekend.

Mr. Siciliano stated that we are still waiting for information to be sent to us to complete our audit. We should have the audit for the next board meeting.

Mr. Hamlin had questions regarding the 2019 budget vs actual, which were answered by Mr. Siciliano.

Correspondence/Communication – None.

Motions:

Mr. Reidenbach made a motion to approve the Bill List in the amount of \$341,806.17, second by Mr. Patterson.

Roll Call:

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

Motion was moved and approved.

C. **Chairperson's Report**

Mr. Byrne reiterated meetings held throughout the month.

Committee Reports:

- **Advertising:** Mr. Rose reported that our advertising agency, Fuselideas, did a presentation at today's Advertising Committee Meeting on advertising analytics to show how we are doing. Our numbers are good, and we are 58% through our marketing plan. We will however, get the final report in September.

Mr. Rose reported that all glitches on the website have been fixed. The main glitch was with the iOS operating system.

- **Special Events:** Mr. Montello stated that meeting minutes were included in the packet. The committee met today and are waiting for some things to happen.
- **Strategic Planning:** Mr. Byrne provided an update on the Rio Grande Avenue Project. Mr. Siciliano added that Gordon Ball is working on the bid for the GWTIDA sponsored signage. Also we have been notified by Local Finance Board that GWTIDA members are required to register with the State of NJ as a local governmental agency, separate from the Financial Disclosure Statements that have already been filed with the municipalities. Mr. Siciliano will notify the board of new pin numbers so their information can be transferred over. We are working through this process.
- Mr. Byrne also discussed the Wayfinding Signage meeting that was held.

Old Business – Mr. Byrne discussed the status of the C-5 legislation. History of the project was discussed. It is currently back on the table and includes \$60 million in funding to reconstruct the boardwalk. The bill passed Assembly today, and it states that GWTIDA will be receiving the funding for the project. The Governor can either veto, conditionally veto, or pocket veto the bill. A lot of work has been put into this legislative process.

New Business – It has been announced that Mr. Montello will be the Grand Marshall of the upcoming Italian Festival. Congratulations Mr. Montello!

Policies/Procedures – None.

Correspondence/Communication – None.

D. **Public Comment** – None.

E. **Executive Session** – None.

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

G. Motion to Adjourn

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

Roll Call:

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

Motion was moved and approved.

Respectfully Submitted,



Frances Feketics
Board Secretary