

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

REGULAR MEETING, THURSDAY, FEBRUARY 21, 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	Absent
Mr. Greenland	Present	Mr. Barnabei	Present
Mr. Reidenbach	Absent	Mr. Hamlin	Absent
Mr. Morey	Present	Mr. Bumbernick	Present
Mr. Montello	Present	Mr. Vasser	Present

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

A. Approval of Minutes

Mr. Morey made a motion to approve the minutes from the Regular Meeting on January 24, 2019, second by Mr. Barnabei.

Roll Call:

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

Motion was moved and approved.

B. Public Comment – None.

C. Executive Director's Report

Included in the board packet were:

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

Mr. Siciliano stated that he received final collections for 2018 in the amount of \$4,894,706.00. This number surpasses 2017, our best year ever. 2018 now becomes our best year ever.

Mr. Siciliano discussed an add-on to the Food & Beverage Update regarding the Spirit Brands Cheer Competition. The event was a huge success, with bringing in over \$28,000 in concessions.

Discussion on Housing Update and Cheer Movement promoter and teams having to pay more at the door if they don't stay overnight.

Mr. Lynch stated that we are dark this weekend, and getting ready to start a busy schedule.

Mr. Frey stated that utilities are normal and PMI's are on schedule. Mr. Morey had questions on solar panels and their performance. 24% of our electric is being offset. For the first 10 years, there is no monetary value, and year 11-20, we will get a check back. Is there a decrease in productivity based on the age of the panels? No per Mr. Frey, and we also got a new roof as part of the solar project installation.

Mr. Siciliano stated that he and Mr. Byrne met with Joe Lomax, the City of Wildwood, NJDEP and Army Corps of Engineers regarding the statewide dune project regarding impact of elevation of dune and our visual sightline of beach. It was also noted that 16 feet above sea level is 2 feet above the boardwalk. Concerns were shared. We were given assurance that the design of the dunes would be dune grass which we can cut down to top of sand. Our sight line will be maintained, however we will lose our dune wings. Our fencing project was done for security reasons and cameras will also be added.

Correspondence/Communication: None.

Motions:

Mr. Siciliano explained the need for new carpet in the ballrooms, meeting rooms 9 & 10 and the green room. There was a hydraulic spill in Ballroom A. We obtained an original price of \$84,000 for just the 3 rooms, however if we get all three rooms done simultaneously, it would cost \$79,900. This was discussed at the Buildings & Grounds Committee meeting, and the committee is recommending that we award a contract to Metropolitan Contract Carpets. The project is scheduled for September 23rd.

Mr. Montello made a motion to award contract for carpet replacement in Ballrooms A, B & C, Meeting Rooms 9 & 10 and the Green Room to Metropolitan Contract Carpets, Inc. in the amount of \$79,985.00, second by Mr. Vasser.

Roll Call:

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

Motion was moved and approved.

Mr. Siciliano explained that we had an issue with our landscaper, and are looking to award a contract to Steiger Lawn Care, Inc. at a base rate of \$16,150, starting on March 1st and ending on December 31st, 2019. Maintenance will be included. Mr. Siciliano and Mr. Frey met with Mr. Steiger. Mr. Vasser had questions on the length of the contract, which were answered by Mr. Siciliano. We want to see how it works out. Also, we have a groundskeeper on staff, Bryan Bonner, to supplement the landscaper. The grounds look a lot better since Bryan has begun. Also, we do our own snow removal.

Mr. Montello made a motion to award a contract for Landscaping Services at the Wildwoods Convention Center to Steiger's Lawn Care, LLC, at the base rate of \$16,150, commencing on March 1, 2019 and ending on December 31, 2019, second by Mr. Barnabei.

Roll Call:

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

Motion was moved and approved.

Mr. Siciliano explained that we had no water pressure in the building after the first of the year. We have 3 pump motors that create pressure for water in the facility. One pump is working, one is only partially working, and one is not working at all due to being corroded. We received a price on replacement in the amount of \$90,000. We need to go out to bid due to this emergency situation. The City of Wildwood water pressure is not enough to supply the building. Mr. Morey had questions on our reserve, which were answered by Mr. Siciliano. We submitted a 5-year plan. All projects are part of the plan except for the pumps. The plan was developed internally between Mr. Siciliano and SMG, and NJSEA implements the plan. This was discussed by the Buildings & Grounds Committee, and a recommendation was made to move forward.

Mr. Montello made a motion to authorize the Finance Department to go out to bid for water pump project at the Wildwoods Convention Center, second by Mr. Bumbernick.

Roll Call:

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

Motion was moved and approved.

D. Chairperson's Report

Mr. Greenland reiterated meetings held throughout the month. There were no questions.

Committee Reports:

- o **Buildings and Grounds** – Mr. Greenland stated that minutes were included in the packet and that our Groundskeeper, Bryan Bonner seems to be working out well.

Old Business: Mr. Morey had questions on the convention center hotel. Mr. Siciliano explained that Mitchell Gurwicz had requested an additional 2 weeks. As of Friday of last week, Mr. Siciliano reached out via email and phone, and has received no reply. Will discuss with Mr. Byrne and Mr. Greenland upon his return on Wednesday. We will then contact Mitchell Gurwicz and decide whether or not to reissue the RFP. Tony Peterman will draft new language for the RFP. Mr. Morey had questions on parking issues, which were answered by Mr. Siciliano. Mr. Siciliano does not know of any additional incentives at this time. Mr. April suggested getting building trades involved with the process. Thoughts were shared on the matter and Mr. Siciliano explained the history. Mr. April added that we are able to have discussions with our original number two developer. Mr. April stated that we are able to ask others who previously bid the project if they are still interested. Additional discussion on parking issues of one developer took place. Other interested developers did not seem to have any parking issues with the models they were proposing. Mr. Siciliano added that this matter will be discussed upon Mr. Byrne's return.

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

Roll Call:

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

Motion was moved and approved.

Respectfully,



Frances Feketics
Board Secretary

GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY
WILDWOODS CONVENTION CENTER

REGULAR MEETING, THURSDAY, FEBRUARY 21, 2019

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The Regular meeting minutes of January 24, 2019 were approved.

B. Executive Director's Report

Department Updates – Included in the board packet were:

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

Mr. Siciliano provided an update on collections received to date. We are 1% short of our 2017 collections. Food and Beverage, however, held numbers up, and we are 9% ahead of last year.

Mr. Morey had questions regarding new legislation and condos, which were answered by Mr. Siciliano. TDF collection process for 2018 was further discussed.

Mr. Rose stated that our new website is ready for data testing. Photos will be changed out. Mr. Rose asked the board to let him know of any glitches found in the next 2 weeks. The launch of the new website will coincide with our new advertising campaign during the second week of March. Mr. Greenland further commented on the January website visits, which were up. We are continually increasing in website visits. Good job!

Mr. Vasser provided an update on Bill #A3101 which would have provided funding to Arts/Culture/Tourism. It passed through the Senate and was about to go to Assembly, however the speaker had it pulled the night before. This would have meant an additional \$4 million for tourism marketing to the state. We are not optimistic that this will get passed. Also, the State hired a PR firm, and are launching a strategic plan to gain more international visitors.

Correspondence/Communication – Nothing.

Motions:

Mr. Montello made a motion to approve the Bill List in the amount of \$55,614.77, second by Mr. Bumbernick.

Roll Call:

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

Motion was moved and approved.

Mr. Greenland commented on Byrne Plaza Events and the amount of new events at that location. Ms. Trapp added that this is the most new events we have ever had in one calendar year. Mr. Greenland will pass along the information regarding new events to North Wildwood.

C. Chairperson's Report

Mr. Greenland reiterated meetings held throughout the month.

Mr. Morey had questions regarding C5, which were answered by Mr. Siciliano. In March, the bill may make its way back to the Assembly. We asked for 5 critical projects, and the bill passed through the Senate 37-0. It got stuck in Assembly, and is being re-worked. The state would like the funding to be used for one project, and restrict it to the boardwalk. Funding would come through GWTIDA, in the amount of \$4 million per year for 15 years.

Committee Reports:

- **Advertising:** Mr. Barnabei reported that the Advertising Committee Meeting scheduled for today was cancelled.
- **Special Events:** Mr. Montello stated that the committee met today and is moving forward. Process is going well. Mr. Greenland asked if one could still apply for event funding, to which Ms. Trapp answered in the affirmative.
- **Strategic Planning:** Mr. Morey reported that the committee will be meeting next week to review and discuss signage for the Rio Grande Avenue Project in an attempt to finalize the signage package. Also, the project will be starting in full force in September of 2019.

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
None.**

G. Motion to Adjourn

Mr. Montello made a motion to adjourn, second by Mr. Vasser.

Roll Call:

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

Motion was moved and approved.

Respectfully Submitted,



Frances Feketics
Board Secretary