

**PART I
OPERATIONS
GWTIDA as AGENT for
NJSEA**

(Minutes from 5/19/22 Regular Board Meeting)

GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY
WILDWOODS CONVENTION CENTER

REGULAR MEETING, THURSDAY, MAY 19, 2022

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	Present	Mr. Hamlin	Present
Mr. Greenland	Present	Mr. Bumbnick	Absent
Mr. Morey	Present	Mr. Murray, Jr.	Present
Mr. Patterson	Present	Mr. Sciarra	Absent
Mr. Barnabei	Present	Mr. Vasser	Absent

Also present were Ms. Carlino, Ms. Dougherty, Mr. Rose, Mr. Lynch, Ms. Springer, Mr. Frey, Mr. Federici, and Mr. Amenhauser.

A. Approval of Minutes

Mr. Patterson made a motion to approve the regular meeting minutes of February 17, 2022, second by Mr. Byrne.

Roll Call:

Mr. Byrne	Abstain	Mr. Hamlin	Yea
Mr. Greenland	Yea	Mr. Bumbnick	Absent
Mr. Morey	Abstain	Mr. Murray, Jr.	Yea
Mr. Patterson	Yea	Mr. Sciarra	Absent
Mr. Barnabei	Yea	Mr. Vasser	Absent

Motion moved and approved.

The regular meeting minutes of March 17, 2022 could not be approved.

B. Public Comment – None.

C. Executive Director's Report

Included in the board packet were:

Administration Update – April/May 2022
ASM Update – April/May 2022
DE North Update – April/May 2022
Finance Update – April/May 2022
Housing Update – April/May 2022
Sales Update – April/May 2022

There were no questions on the department updates.

Mr. Amenhauser reported that he heard back from Mr. Lou DeLollis regarding the response from NJDEP on the Green Acres issue. There is no other update at this time.

Mr. Siciliano stated that paving on Ocean Avenue will take place on Monday, Tuesday and Wednesday of next week. Ocean Avenue will be closed to all traffic on those days, and Mr. Siciliano will follow up and inform staff of parking instructions for work.

Ms. Carlino stated that we received the 2% tourism tax numbers for March, in the amount of \$105,358.00. In 2021 we received \$103,000.00 and our plan was \$95,000.00. This brings us 31% ahead of plan, and we are hoping this is a trend we see continuing this upcoming year.

Mr. Greenland commented favorably on the dinner and DE North.

Mr. Siciliano stated that the Housing Department is coming out of their busy period, and we are down in bookings. Many people are making reservations outside of our housing department and going around our system. Although our events are smaller, next year we will have a good full season. We will start to work on fall events soon.

Mr. Lynch commented that we are going into our convention season, and that this is the busiest July we have ever seen. We will be busy now through November. Mr. Greenland commented on Tournament of Bands. They brought in 4,800 room nights. This is a great group that brings a lot of people to the island. Mr. Lynch noted that the event was down by 1/3 this year, however, will be back next year.

Mr. Siciliano discussed security services for the facility. Our contract with Tri-County expires next week. When they submitted a new proposal, there was an average 40% increase in their rates. Last time we went out for bid, we received two responses – one from Tri-County and one from Green Mountain. Green Mountains proposal showed an 8.5% increase. We would like to ask the board to allow us to enter into a contract. These are reasonable rates. We will not go over the bid threshold for this year, giving 7 months, and then we would go out to bid in October moving forward. Mr. Siciliano reiterated that 90% of fees are reimbursable, by our clients.

Mr. Hamlin made a **motion to award the contract for Event Security and Crowd Management Services at the Wildwoods Convention Center to Green Mountain Concert Services, Inc. for a period of 7 months, beginning on June 1, 2022 and ending on December 31, 2022. Payment shall be hourly, based on services needed, second by Mr. Murray.**

Roll Call:

Mr. Byrne	Yea	Mr. Hamlin	Yea
Mr. Greenland	Yea	Mr. Bumbernick	Absent
Mr. Morey	Yea	Mr. Murray, Jr.	Yea
Mr. Patterson	Yea	Mr. Sciarra	Absent
Mr. Barnabei	Yea	Mr. Vasser	Absent

Motion moved and approved.

Mr. Siciliano discussed the operations services contract. We need to put together an RFP, as it is year 5 for ASM in their contract with us, expiring in December of this year. We would like to award the contract by September especially if there would need to be a change.

Mr. Morey made a motion to authorize the Finance Department to go out to bid for Operations Services at the Wildwoods Convention Center, second by Mr. Barnabei.

Roll Call:

Mr. Byrne	Yea	Mr. Hamlin	Yea
Mr. Greenland	Yea	Mr. Bumbernick	Absent
Mr. Morey	Yea	Mr. Murray, Jr.	Yea
Mr. Patterson	Yea	Mr. Sciarra	Absent
Mr. Barnabei	Yea	Mr. Vasser	Absent

Motion moved and approved.

Motions: None.

Correspondence/Communication: None.

D. Chairperson's Report

Mr. Byrne reiterated meetings and conference calls held and attended throughout the month, including all committee meetings, and a few calls with Mr. Siciliano regarding Green Acres and other ongoing items.

Committee Reports:

- **Buildings and Grounds Committee:** Mr. Greenland stated that meeting updates for both April and May are included in the packet. Our chiller has been repaired, and normal annual flowers will be planted shortly. The committee will revisit the proposed weedy flowerbed project in the fall.

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

Roll Call:

Mr. Byrne	Yea	Mr. Hamlin	Yea
Mr. Greenland	Yea	Mr. Bumbernick	Absent
Mr. Morey	Yea	Mr. Murray, Jr.	Yea
Mr. Patterson	Yea	Mr. Sciarra	Absent
Mr. Barnabei	Yea	Mr. Vasser	Absent

Motion moved and approved.

Respectfully,



Frances Feketics
Board Secretary

PART II
GWTIDA
ADVERTISING/PROMOTIONS
(Minutes from 5/19/22 Regular Board Meeting)

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

REGULAR MEETING, THURSDAY, MAY 19, 2022

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

The regular meeting minutes of February 17, 2022 have been approved, and the regular meeting minutes of March 17, 2022 have not been approved.

B. Public Comment – None.

C. Executive Director's Report

Department Updates – Included in the board packet were:

Events Department Update – April/May 2022

Finance Department Update – April/May 2022

Marketing/Public Relations Update – April/May 2022

Mr. Siciliano stated that the Cape May County Technical High School students spent the day with staff, discussed career opportunities, and were given a tour of the facility. They will also have their prom at the convention center this weekend, and the set-up and décor looks beautiful. Great job to our staff that took care of hanging ceiling swag and décor.

Ms. Dougherty provided an update on the Unlocking of the Ocean Ceremony. Nineteen dignitaries have responded that they would be attending, including Madame Secretary Tahesha Way, and Executive Director of the NJ Division of Travel and Tourism, Jeff Vasser. We have a full program back this year with the 2nd grade students from the island-wide elementary schools.

Ms. Dougherty also reported that the Monster Truck event will not be happening in October. In addition, the Spring Car Show was also cancelled. The Fall Car Show is still scheduled to go on, with a dance party in Fox Park on Friday night.

Ms. Carlino provided an update on tax numbers received for March. The collections for the 1.85% tax - \$27,071.02 for March 2022 and we anticipated \$18,000.00. We are 55% ahead of plan and hoping that this trend continues.

Mr. Rose stated that CBS-3 Summerfest would be returning on Friday live from our back deck from 4pm-7pm, with Ukee Washington. This is great coverage to kick off Memorial Day Weekend.

Mr. Rose also discussed the new island-wide jitney service that we will have this year. It will start on Thursday, May 26th and run from Seapointe Village to Schellenger Avenue \$3 fare. \$4 fare after midnight, 8 jitneys, weekends through June 20th, then 7 days a week until Labor Day. The Wildwoods logo will be placed on all jitneys.

Motions:

Mr. Siciliano stated that we have a need to memorialize the email vote that was taken on April 25th to approve the April bills.

Mr. Amenhauser read the motion into the minutes, which was "to memorialize the email vote that was taken on April 25, 2022 to approve the April Bills, in the amount of \$238,004.14 and affirmative votes were received from the following: Tom Byrne, George Greenland, Bob Patterson, Jack Morey, Jim Barnabei, Bruce Hamlin, Brendan Sciarra, Jeff Vasser.

Mr. Morey made a motion to memorialize the email vote taken on April 25, 2022 to approve the April bills, in the amount of \$238,004.14, second by Mr. Hamlin.

Roll Call:

Mr. Byrne	Yea	Mr. Hamlin	Yea
Mr. Greenland	Yea	Mr. Bumbernick	Absent
Mr. Morey	Yea	Mr. Murray, Jr.	Yea
Mr. Patterson	Yea	Mr. Sciarra	Absent
Mr. Barnabei	Yea	Mr. Vasser	Absent

Motion moved and approved.

Mr. Patterson made a motion to approve the Bill List in the amount of \$307,550.28, second by Mr. Barnabei.

Roll Call:

Mr. Byrne	Yea, abstain virtual check	Mr. Hamlin	Yea
Mr. Greenland	Yea	Mr. Bumbernick	Absent
Mr. Morey	Yea	Mr. Murray, Jr.	Yea, abstain #22-00080-01
Mr. Patterson	Yea	Mr. Sciarra	Absent
Mr. Barnabei	Yea	Mr. Vasser	Absent

Motion moved and approved.

Correspondence/Communication: Included in the board packet was a letter of invitation for the Unlocking of the Ocean that was sent to state and local officials, GWTIDA Board, and business organization leaders. Please note that the ceremony will begin at 11:00 a.m.

D. Chairperson's Report

Mr. Byrne reviewed the Chairperson's Update with the board and discussed meetings/conference calls attended throughout the month. Mr. Byrne also spoke with Mr. Siciliano regarding several items during the month and attended a Strategic Planning Committee, Advertising Committee and Special Events Committee Meeting.

Committee Reports:

- **Advertising:** Mr. Hamlin stated that the committee participated in a conference call with A, B&C regarding the first two months of our active advertising campaign and our numbers look excellent. The committee is very pleased with our new advertising agency.
- **Special Events:** Mr. Patterson stated that the committee met today, and approved funding applications for Neon Lights Trolley Tours and Wildwood Crest. We also saved funding on the Jaycees Easter Egg Hunt, as they did not have their event last year and used all supplies for this year.
- **Strategic Planning:** Mr. Morey discussed the arts wall project, and there are some outstanding questions. City showdown of commitment of infrastructure. Carl Groon is retiring on June 15th, so we will see where the future of this project lies. Mr. Morey will keep the board apprised of any updates.

Old Business – None.

New Business – None.

Policies/Procedures – None.

Correspondence/Communication – None.

E. Public Comment – None.

F. Executive Session - None.

G. Any matter of immediate attention

Our next Board Meeting is scheduled for WEDNESDAY, June 15, 2022 at 6 p.m.

Mr. Murray thanked the board and staff for all their cards and emails, and the fruit basket that was sent upon the passing of his father.

H. Motion to Adjourn

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

Roll Call:

Mr. Byrne	Yea	Mr. Hamlin	Yea
Mr. Greenland	Yea	Mr. Bumbernick	Absent
Mr. Morey	Yea	Mr. Murray, Jr.	Yea
Mr. Patterson	Yea	Mr. Sciarra	Absent
Mr. Barnabei	Yea	Mr. Vasser	Absent

Motion moved and approved.

Respectfully Submitted,



Frances Feketics
Board Secretary