

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

(Minutes from 12/15/22 Regular Board Meeting)

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

REGULAR MEETING, THURSDAY, DECEMBER 15, 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	Absent	Mr. Hamlin	Present
Mr. Greenland	Present	Mr. Bumbernick	Absent
Mr. Morey	Present	Mr. Murray, Jr.	Present
Mr. Patterson	Present	Mr. Sciarra	Present
Mr. Barnabei	Present (phone)	Mr. Vasser	Absent

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

A. Approval of Minutes

Mr. Patterson made a motion to approve the regular meeting Operations minutes of October 20, 2022, second by Mr. Murray.

Roll Call:

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

Motion moved and approved.

Mr. Murray made a motion to approve the regular meeting Operations minutes of November 17, 2022, second by Mr. Patterson.

Roll Call:

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

Motion moved and approved.

B. Public Comment – None.

C. Executive Director's Report

Included in the board packet were:

Administration Update – December 2022
ASM Update – December 2022
DE North Update – December 2022
Finance Update – December 2022
Housing Update – December 2022
Sales Update – December 2022

There were no questions on the department updates.

Mr. Siciliano thanked the GWTIDA, ASM and DE North staff for all their hard work and efforts to make the building look amazing for the holiday season. Our Family Holiday Celebration was a great success and the vendors were thrilled to be here.

Mr. Siciliano stated that there is no update on the NJDEP/Green Acres issue regarding the Montgomery Avenue lot.

Ms. Springer reiterated that ASM's long time Executive Vice President Bob McClintock will be retiring at the end of this year. He has been with us since the start of our building. Charlie Beirne, Regional Manager, whom we also have a long-term relationship with, will be our new contact.

Ms. Carlino stated that we received our tax collections for October, in the amount of \$186,371. We received \$182,000 in 2021, and our plan was \$146,000.

Mr. Federici provided an update on Spirit Brands, which was a very strong event, seeing a 30.6% increase over last year, and 57% over 2019. This was a pretty busy event. Also discussed was the 425-guest wedding in the facility, our largest wedding ever. All staff was in-house, with 20 servers, bartenders, and a kitchen crew of 4. Weeks of prep was done for this elaborate event, with cocktail reception and large buffet. Kudos to all of the staff for a great job!

Mr. Siciliano stated that in regard to the Housing Department, Cheerleading booked 52 room nights, which was very good!

Motions:

Ms. Carlino discussed the landscaping bids that were received on December 1st. Three companies' bids were opened including: RPM, Steiger, and Guzzo. After further review and discussion with the Buildings & Grounds Committee, we would like to ask the board to reject all three bids. After analyzing the bids, it was found that there were drastic differences with spring and fall cleanup line items. There was no line item in the specs for performance requirements.

Mr. Siciliano added that the Buildings & Grounds Committee is making a recommendation to the board to reject all landscaping bids and go out for quotes. All bids were under the bid threshold that quotes will give us a lot more flexibility in the future.

Mr. Patterson made a motion to Reject all Landscaping Bids for Grounds Maintenance & Landscaping Services at the Wildwoods Convention Center, pursuant to NJSA 40A:11-13.2 (d) based on insufficient bid specifications.

Roll Call:

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

Motion moved and approved.

Mr. Murray made a motion to authorize the Finance Department to go out and seek quotes with new specifications for Landscaping Services at the Wildwoods Convention Center, second by Mr. Sciarra.

Roll Call:

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

Motion moved and approved.

Ms. Carlino discussed event security and crowd management services at the Wildwoods Convention Center. On December 1st, we received and opened one bid for crowd management services from Green Mountain Concert Services. We would like to ask the board to award a contract to them for a period of 3 years plus a two-year option, in an amount not to exceed \$150,000. Mr. Amenhauser read the proposed motion into the minutes.

Mr. Patterson made a motion to award a contract for Event Security & Crowd Management Services at the Wildwoods Convention Center to Green Mountain Concert Services, for a period of three years, with one two-year option, commencing on January 1, 2023 and ending on December 31, 2025, in an amount not to exceed \$150,000 per year, or a total of \$450,000 for three years, based on the availability of funds, second by Mr. Murray.

Roll Call:

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

Motion moved and approved.

Correspondence/Communication: None.

D. Chairperson's Report

Mr. Greenland reiterated meetings and conference calls held and attended throughout the month including a Buildings & Grounds committee meeting, and meetings with Mr. Siciliano and Mr. Greenland to discuss ongoing items. There were no questions.

Committee Reports:

- **Buildings and Grounds Committee:** Mr. Greenland stated that the meeting update for November is included in the packet, and there were no questions.

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

Roll Call:

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

Motion moved and approved.

Respectfully,



Frances Feketics
Board Secretary

PART II
GWTIDA
ADVERTISING/PROMOTIONS
(Minutes from 12/15/22 Regular Board Meeting)

GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY
WILDWOODS CONVENTION CENTER

REGULAR MEETING, THURSDAY, DECEMBER 15, 2022

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

Mr. Patterson made a motion to approve the regular meeting Tourism minutes of October 20, 2022, second by Mr. Murray.

Roll Call:

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

Motion moved and approved.

Mr. Murray made a motion to approve the regular meeting Tourism minutes of November 17, 2022, second by Mr. Patterson.

Roll Call:

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

Motion moved and approved.

B. **Public Comment** – None.

C. Executive Director's Report

Department Updates – Included in the board packet were:

Events Department Update – December 2022
Finance Department Update – December 2022
Marketing/Public Relations Update – December 2022

Mr. Siciliano reiterated meetings that were held throughout the month, and there were no questions.

Ms. Dougherty provided an update on the Family Holiday Celebration. The event went very well and was a great team effort.

Ms. Carlino stated that we received the 1.85% tax collections for October in the amount of \$60,111. In 2021 we received \$41,000. Our plan was \$36,000, and we are 14% ahead of 2021, our best year ever. Ms. Carlino also stated that we have an opportunity to put \$2M into a CD at Crest Savings Bank with a 2% rate. We will follow up again in June to see what the rates are then. If the rates remain the same, we will receive \$40,000.

Motions:

Mr. Greenland stated that included in this bill list is \$404,174 going to each Municipality for beach maintenance, \$30,000 to each municipality for TDF collection, in addition, the City of Wildwood gets \$275,000 for parking lot rent.

Mr. Barnabei made a motion to approve the Bill List in the amount of \$1,849,908.94, second by Mr. Murray.

Roll Call:

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

Motion moved and approved.

Mr. Siciliano stated that the board previously voted in October to approve the GWTIDA budget, and now it needs to be adopted. There were no changes. Mr. Amenhauser read the following resolution into the minutes:

WHEREAS, the Annual Budget and Capital Budget/Program for the Greater Wildwoods Tourism Improvement and Development Authority for the fiscal year beginning January 1, 2023 and ending, December 31, 2023 has been presented for adoption before the governing body of the Greater Wildwoods Tourism Improvement and Development Authority at its open public meeting of December 15th, 2022; and

WHEREAS, the Annual Budget and Capital Budget as presented for adoption reflects each item of revenue and appropriation in the same amount and title as set forth in the introduced and approved budget, including all amendments thereto, if any, which have been approved by the Director of the Division of Local Government Services; and

WHEREAS, the Annual Budget as presented for adoption reflects Total Revenues of \$3,959,816.00, Total Appropriations, including any Accumulated Deficit, if any, of \$4,094,609.00 and Total Unrestricted Net Position utilized of \$134,793.00; and

WHEREAS, the Capital Budget as presented for adoption reflects Total Capital Appropriations of \$-0- and Total Unrestricted Net Position planned to be utilized of \$-0-; and

NOW, THEREFORE BE IT RESOLVED, by the governing body of Greater Wildwoods Tourism Improvement and Development Authority, at an open public meeting held on December 15th, 2022, that the Annual Budget and Capital Budget/Program of the Greater Wildwoods Tourism Improvement and Development Authority for the fiscal year beginning, January 1, 2023 and, ending, December 31, 2023 is hereby adopted and shall constitute appropriations for the purposes stated; and

BE IT FURTHER RESOLVED that the Annual Budget and Capital Budget/Program as presented for adoption reflects each item of revenue and appropriation in the same amount and title as set forth in the introduced and approved budget, including all amendments thereto, if any, which have been approved by the Director of the Division of Local Government Services.

Mr. Sciarra made a motion to adopt the 2023 GWTIDA Budget, as read into the minutes by Mr. Amenhauser, second by Mr. Murray.

Roll Call:

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

Motion moved and approved.

Mr. Siciliano stated that the 2023 GWTIDA Board Meeting Schedule needs to be approved. A proposed schedule was included in the board packet for review and is as follows. The change in June is due to the Barefoot Country Music Festival.

January 19, 2023	July 20, 2023
February 16, 2023	August 17, 2023
March 16, 2023	September 21, 2023
April 20, 2023	October 19, 2023
May 18, 2023	November 16, 2023
June 14, 2023 (Wed.)	December 21, 2023

Mr. Morey made a motion to approve the 2023 GWTIDA Board Meeting Schedule, as presented, second by Mr. Murray.

Roll Call:

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

Motion moved and approved.

Correspondence/Communication: None.

D. Chairperson's Report

Mr. Greenland reviewed the Chairperson's Update with the board and discussed meetings/conference calls/committee meetings attended throughout the month. Mr. Byrne also spoke and/or met with Mr. Siciliano regarding several ongoing items.

Committee Reports:

- **Advertising:** Mr. Hamlin stated that the committee meeting was moved to next week, as they are waiting to receive a series of ads from A, B & C. Mr. Hamlin also stated that Mr. Rose and staff attended the NJ Conference on Tourism in

December and GWTIDA earned two awards – one for our 2022 PR campaign and one for our 2022 Advertising campaign. Congratulations and nice work all! These are very prestigious awards and the committee who selects the winners are made up of an independent group from out of state. Thank you on behalf of the board.

- **Special Events:** Mr. Patterson stated that the committee met, and nine post event reports were reviewed. Two events, Race of Gentlemen and Italian Fest, were rained out, however they will get their grant money because they advertised for the events. Two funding applications were received including the 4th of July Fireworks and the Barbeque and Blues Festival.

Mr. Patterson reported that grant approval to date for 2023 event funding is \$544,055 and applications pending and projected for 2023 are \$459,000.

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**

Merry Christmas to all!! Our next Board Meeting is scheduled for Thursday, January 19, 2023 at 6 p.m.

H. **Motion to Adjourn**

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

Roll Call:

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

Motion moved and approved.

Respectfully Submitted,



Frances Feketics
Board Secretary