

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

(Minutes from 3/13/25 Regular Board Meeting)

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

REGULAR MEETING, THURSDAY, MARCH 13, 2025

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. Greenland	Present	Mr. Morey	Present
Mr. Bumbernick	Present	Mr. Sattler	Present
Mr. Barnabei	Absent	Mr. Montello	Present
Mr. Hamlin	Present	Mr. Clunn	Present
Mr. Murray	Present	Mr. Vasser	Present

Also present were Mr. Belasco, Ms. LaBounty, Ms. Dougherty, Mr. Rose, Mr. Lynch, Mr. Federici, Ms. Copson, Mr. Frey, Ms. Feketics and Mr. John Amenhauser.

A. Approval of Minutes

Mr. Morey made a motion to approve the regular meeting Operations minutes of February 13, 2025, second by Mr. Vasser.

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumbernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

B. Public Comment – None.

C. Executive Director's Report

Included in the board packet were:

- Administration Update – March 2025
- ASM Update – March 2025
- DE North Update – March 2025
- Finance Update – March 2025
- Housing Update – March 2025
- Sales Update – March 2025

Mr. Belasco congratulated Mr. Amenhauser on the birth of his son.

Mr. Greenland had questions regarding electricity, which were answered by Ms. LaBounty.

Mr. Greenland had questions regarding Spirit Brands, which were answered by Mr. Federici.

Mr. Lynch congratulated Heather Frame, Sales Coordinator, on her 29th year as an employee of the convention center. She is a great asset to our team.

Mr. Lynch also reported that the Globetrotters will be returning to our facility this summer. (July 22nd – 25th)

Motions:

We received two quotes for landscaping services at the Wildwoods Convention Center. It is the recommendation of the Buildings & Grounds Committee to move forward with Steiger's Lawncare, LLC.

Mr. Sattler made a motion to award a contract for landscaping services at the Wildwoods Convention Center for a period of one year to Steiger's Lawncare, LLC in the amount of \$32,050, with a 60-day out-clause, commencing on January 1, 2025 and ending on December 31, 2025, second by Mr. Morey.

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

The Buildings & Grounds Committee met and reviewed four bids that were received to replace the cooling tower at the Wildwoods Convention Center. It is the recommendation of the committee to move forward with Carrier Corporation, as the lowest responsible bidder.

Mr. Hamlin made a motion to award a contract to Carrier Corporation, in the amount of \$899,231,000, to replace the cooling tower at the Wildwoods Convention Center, second by Mr. Sattler.

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

We went out to bid two times to replace three dock levelers. No bids were received. It is the recommendation of the Buildings & Grounds Committee to move forward with Eastern Lift Truck Co.

Mr. Bumbernick made a motion to award a contract to Eastern Lift Truck Co., Inc., in the amount of \$91,796.00, to replace three dock levelers at the Wildwoods Convention Center, utilizing galvanized zinc spray metalizing, second by Mr. Murray.

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumbernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

Correspondence/Communication: None.

D. Chairperson's Report

Mr. Greenland reiterated meetings and conference calls held and attended throughout the month, as well as discussions with Mr. Belasco regarding ongoing items. There were no questions.

Committee Reports:

- o **Buildings and Grounds Committee:** Mr. Greenland stated that the committee met and discussed several items. The minutes were distributed, 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. Clunn made a motion to go into the GWTIDA portion of the meeting, second by Mr. Sattler.

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumbernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

Respectfully,

A handwritten signature in cursive script, reading "Frances Feketics". The signature is fluid and elegant, with a prominent initial "F".

Frances Feketics
Board Secretary

PART II
GWTIDA
ADVERTISING/PROMOTIONS

(Minutes from 3/13/25 Regular Board Meeting)

**GREATER WILDWOODS TOURISM IMPROVEMENT & DEVELOPMENT AUTHORITY
WILDWOODS CONVENTION CENTER
REGULAR MEETING, THURSDAY, MARCH 13, 2025**

Part II – GWTIDA/Advertising and Promotions

A. Approval of Minutes

Mr. Clunn made a motion to approve the regular meeting Tourism minutes of February 13, 2025, second by Mr. Murray.

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumbernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

B. Public Comment – None.

C. Executive Director's Report

Department Updates – Included in the board packet were:

Events Department Update – March 2025

Finance Department Update – March 2025

Marketing/Public Relations Update – March 2025

Mr. Belasco stated that Rutgers University students toured our facility and grounds on March 7th and we will have a mid-term presentation via Zoom on April 8th, with a final presentation in New Brunswick on April 29th, which Mr. Belasco, Mr. Frey and our landscaper Eric Steiger will attend. We will see if we can get a viewing option available.

Ms. Dougherty discussed our convention parades for the upcoming year. VFW and American Legion parades will be moved from Atlantic Avenue to the boardwalk. Also, our calendar of events and laminated calendars are completed, and have been delivered for anyone who would like to have them.

Mr. Greenland had questions regarding Flags of Liberty, which will be happening on May 23rd at 9:00 a.m. in conjunction with our Unlocking of the Ocean event at Noon. Families and friends will gather along the Wildwoods boardwalk to unfurl veterans casket flags in a moving, patriotic ceremony. Registration is available online and headquarters will be at the convention center. Ms. Dougherty will be sending invitations out. In addition, the City of Wildwood has agreed to block off Atlantic Avenue, so that the Vietnam Wall can also be included in the event. This is open to anyone who would like to honor a deceased veteran.

Mr. Rose stated that our new advertising campaign was unveiled at the Greater Wildwood Chamber of Commerce luncheon, with a new TV commercial and all new creative. The presentation is available to whomever would like to view it.

Correspondence/Communication: Included in the board packet was a thank you letter from Cape May MAC.

Motions:

Mr. Clunn made a motion to approve the Bill List in the amount of \$361,101.67, second by Mr. Murray.

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumbernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

Discussion took place on money to go towards the Wildwoods Air Show. Mr. Belasco stated that we entered into a contract with the AC Air Show air boss, David Schultz, in the amount of \$12,500.

Including all budgeted expenses and a 20% contingency, our air show budget is \$500,000. We are expecting to cover most costs with sponsorship funds.

The event fits into the weekend that used to be the Roar to the Shore weekend. The Wildwoods Air Show will take place on Friday, September 5th (practice) and Saturday, September 6th (actual show). We have received a lot of assistance and met with the City of Wildwood and North Wildwood, as well as with SJTA.

We will need a budget amendment to book acts which are outstanding.

Mr. Sattler had questions, which were answered by Mr. Belasco. It was also stated by Mr. Vasser that Atlantic City wants to see the return of their airshow in 2026. Mr. Morey had questions about fundraising dollars, which were answered by Mr. Belasco. There is a call scheduled for tomorrow with David Schultz. We are responsible for housing and rental cars. Mr. Vasser suggested that we enter into a contract with Joe Kelly, to which Mr. Belasco stated that we need to get other proposals. Mr. Greenland stated that the website for the Wildwoods Air Show is wildwoodsairshow.com

Mr. Sattler made a motion to amend the 2025 GWTIDA Budget as presented, second by Mr. Morey.

WHEREAS, the Annual Budget and Capital Budget/Program for the Greater Wildwoods Tourism Improvement and Development Authority beginning January 01, 2025 and ending December 31, 2025 has been presented for amendment before the governing body of the Greater Wildwoods Tourism Improvement and Development Authority at its open public meeting of March 13, 2025; and

WHEREAS, the Annual Budget presented for amendment reflects below:

**Total Revenues from \$4,550,114 amended to Total Revenues of \$5,751,776.
Total Appropriations, including any Accumulated Deficit, if any from \$4,499,109
amended to Total Appropriations, including any Accumulated Deficit, if any, of
\$5,499,109,
And Total Unrestricted Net Position Utilized from \$0.00 amended to Total
Unrestricted Net Position utilized of \$0.00; and**

WHEREAS, the capital Budget as presented for amendment reflects below:

**Total Capital Appropriations from \$0.00 amended to Total Capital Appropriations
of \$0.00 and Total Unrestricted Net Position utilized from \$0.00 amended to Total
Unrestricted Net Position utilized of \$0.00; and**

**NOW, THEREFORE BE IT RESOLVED, by the governing body of the Greater
Wildwoods Tourism Improvement and Development Authority at an open public
meeting held on March 13, 2025 that the Annual Budget and Capital
Budget/Program of the Greater Wildwoods Tourism Improvement and
Development Authority for the fiscal year beginning January 01, 2025 and
ending December 31, 2025 is hereby amended and adopted and shall constitute
appropriations for the purposes stated;**

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumbernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

Mr. Greenland stated that we would like to exercise the first of two one-year options available under our current contract with AC Jitney Association, which is now the Cape Atlantic Jitney Association, for jitney services in the Wildwoods.

Mr. Sattler had questions on the jitney budget as it related to the Wildwoods Airshow, which were answered by Mr. Belasco. A meeting has been scheduled with the jitney associations new president on Friday. We can hire the jitney outside of our contract for special events, such as the air show. Mr. Sattler had questions regarding parking relating to the airshow, which were answered by Mr. Belasco.

Mr. Sattler made a motion to authorize the execution of the first of two one-year options available under the current contract with Cape Atlantic Jitney Association in the amount of \$65,200.00 for a period of one year commencing on May 1, 2025 and ending on September 15, 2025, second by Mr. Murray.

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumbernick	Yea	Mr. Sattler	Yea

Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

D. Chairperson's Report

Mr. Greenland discussed meetings attended throughout the month, and there were no questions.

Committee Reports:

- o **Advertising:** Mr. Hamlin stated that the committee met and reviewed tv spots presented by AB&C, which looked great. We will tweak them and send out links. The committee is very happy with AB&C. The committee also received an SEO update from Tempest.
- o **Special Events:** Mr. Bumbernick stated that Jodie DiEduardo and John Donio attended the meeting to discuss doo wop bus tours and their funding request for the tours, which they are working hard for, to build up.

The committee also discussed the air show and sponsorships. We went out to bid, however only received one reply. The Special Events Committee recommended rejecting the bids and reauthorizing the Finance Manager to go back out to bid for sponsorships for the Wildwoods Air Show.

Mr. Vasser made a motion to reject the bids for sponsorships for the Wildwoods Airshow, and to reauthorize the Finance Manager to go back out to bid for sponsorships for the Wildwoods Airshow, second by Mr. Murray.

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumbernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

Old Business – None.

New Business:

Mr. Vasser provided the board with a NJ Division of Tourism update. 1) Governor presented budget and the tourism budget was not reduced, still being \$17.6 million, 2) Thank you to all who supported the American Bus Association, and their trade show in particular. We had a big presence for New Jersey and showcased a new booth. Mr. Greenland asked if the NJ Division of Travel & Tourism went to Ontario, which they did. The response was hostile, with many visitors voicing that they would return to the United States in four years.

Mr. Hamlin discussed the Tunnel/Towers. There are now 92 motels giving comp rooms to the event. Memorial Day to the Friday after Memorial Day. Next year, Wednesday night, Morey's Piers night, etc.

Policies/Procedures – None.

Correspondence/Communication – Thank you letter from the Morey family.

E. Executive Session – None.

F. Any matter of immediate attention

Mr. Greenland stated that our next Board Meeting is scheduled for Thursday, April 10, 2025 at 6 p.m. Also, we will be placing beach ball bollards on our front steps, and the City of Wildwood will be redoing bollards at boardwalk ramps. We will also be having a Mayor's meeting to discuss plans to remedy issues with Memorial Day Weekend, and we will put something out to the media.

G. Motion to Adjourn

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

Roll Call:

Mr. Greenland	Yea	Mr. Morey	Yea
Mr. Bumbernick	Yea	Mr. Sattler	Yea
Mr. Barnabei	Absent	Mr. Montello	Yea
Mr. Hamlin	Yea	Mr. Clunn	Yea
Mr. Murray	Yea	Mr. Vasser	Yea

Motion moved and approved.

Respectfully Submitted,



Frances Feketics
Board Secretary