



NEW YORK STATE
**OLYMPIC REGIONAL
DEVELOPMENT AUTHORITY**

BOARD OF DIRECTORS MEETING
Lake Placid Conference Center, Lake Placid, NY
March 24, 2023
1:00 p.m.

AGENDA

- I. INTRODUCTION**
 - A. Roll Call**
 - B. Approval of Minutes from December 19, 2022 Board Meeting**

- II. MOTION FOR EXECUTIVE SESSION: For the purpose of discussing matters leading to the appointment or employment of a particular person or corporation.**

- III. DISCUSSION**
 - A. Governance Committee Report**
 - B. President's Report**

- IV. OLD BUSINESS**

- V. NEW BUSINESS**
 - A. Resolutions**
 - Resolution # 478 - Resolution Committing Capital and Authorizing the President and CEO to Enter Into an Agreement Extending the Contract for Business Intelligence Software Platform**

- VI. ADJOURN**



**NYS Olympic Regional Development Authority
Board Meeting Minutes
December 19, 2022**

Present: Joe Martens, Chair
Stephen Hunt, ESD
Betty Little
Arthur Lussi
Chris Pushkarsh, OPRHP
Jeff Stefanko, DEC
Elinor Tatum
Cliff Donaldson
Diane Munro

Also Present: Michael Pratt, President/CEO
Michelle Crew, General Counsel

Introduction: Chair Joe Martens called the meeting to order at 1:00 p.m. and welcomed everyone in attendance.

Joe Martens explained that the meeting was being videotaped and a link to the recording would be made available at www.orda.org.

Joe Martens then asked for a roll call, and confirmed a quorum was present. Andy Lack joined but, due to technical difficulties, was not able to be seen on camera.

Minutes: On a motion by Betty Little, seconded by Cliff Donaldson, the minutes of the Board of Directors meeting held on September 28, 2022 were approved without change.

Governance Committee: Chris Pushkarsh provided a report of the Governance Committee meeting held on December 2, 2022. There were three agenda items that were discussed, which included the updated proposed ORDA Mission Statement, minor revisions to the Background Check Policy and the review of a policy addressing Domestic and Gender Based Violence in the Workplace, and a discussion about how to move forward with revisions to the Board member evaluation process.

The Committee recommends that the full Board adopt the proposed ORDA Mission Statement, minor revisions to the Background Check



Policy and the policy addressing Domestic and Gender Based Violence in the Workplace.

The Committee discussed a process for a path forward with tailoring the Board member evaluations tool to be more ORDA-focused. The Governance Committee will provide the Board with additional information as the process develops.

President's Report: Mike Pratt discussed some of the fall highlights and the multiple events that have taken place at the venues.

At Belleayre they had a fall festival with big crowds, hosted a few weddings, and hosted a wedding planning seminar.

Whiteface has had the best ever Oktoberfest attendance. Gore also had a great attendance at their fall festival.

Mt. Van Hoevenberg hosted a Spartan Trail Challenge, NYSPHSAA Section 7 Cross-Country running championships, the Keys to the Castle Nordic race, IBSF Para Bobsled World Cup, USABS National Push Championships, World Push Championships, Nordic Grand Prix Eastern Cup, and USABS World Cup Skeleton and Bobsled.

The Ski Jumps hosted the US Nordic Skiing Nationals, the Continental Cup, and the Flaming Leaves Festival.

The Olympic Center hosted the WCHA Women's Hockey and Can-Cam tournament.

ORDA's Marketing and Sales team attended the media night in New York City and the Albany Ski Show. All three ski areas were there to promote their venues.

ORDA has launched updated logos for the Lake Placid Legacy Sites. The logos were designed in a way to work well together or individually.

All of the new improvements and openings have gone well. The ski areas started making snow on November 13th. Belleayre and Gore opened on November 18th. Whiteface had the earliest-ever opening of the Summit on November 19th. The new pipelines, snow guns, and pump houses are working well.



Terrain features at the ski areas are open for the early season. At a staff summit last spring, the mountains identified a need for more beginner and mid-level features. These types of features were delivered in the fall and are now being utilized throughout ORDA's parks.

The Miracle Plaza, the Oval, Roamers, Miracle Moments Store, and the Museum have opened. The official Olympic rings from the 1980 Winter Games were hung on the building and lit up on December 7th.

Mike discussed the PERMA Partnership and Safety Programs. ORDA has a great partnership with PERMA. They are not only insuring ORDA but contributing to ORDA's success by investing over \$40,000 annually in safety materials.

ORDA's season pass sales have grown and have surpassed \$12 million dollars in sales.

Mike discussed key factors of consideration during financial planning. This includes increased revenue, increased personal services, health insurance, and higher electrical costs.

ORDA continues to be challenged through all of the construction projects due to inflation, limited supplies, supply chain issues, and the lack of skilled labor. The adjustments for this project included the North Meadowbrook Dam deterioration being beyond original project scope, the roof of the staff building needed full replacement, the dam's wing walls did not have foundations and were collapsing, and the engineered estimates did not align to bids. Due to inflationary impacts, there was not extra funds to draw from.

Mike explained that a new haul rope was needed for the Whiteface Gondola. All infrastructure is evaluated for wear and scheduling anticipated maintenance. The Haul Rope has a long lead time and is specialty equipment.

ORDA is in its sixth year of the power purchasing agreements for the Gore Solar, and seeking to purchase the array. It has been successful for ORDA economically, socially, and environmentally. This is the largest array dedicated to a ski area in the United States. This purchase would be a positive thing for ORDA to add as part of their own infrastructure.



New Business:

Resolutions:

#471 Resolution Approving the Chair's Appointments to Committees of the ORDA Board of Directors.

On a motion by Betty Little, seconded by Diane Munro.

9 in favor, 0 opposed, 0 abstained, adopted Resolution #471.

#472 Resolution Approving Update to ORDA Mission Statement.

On a motion by Cliff Donaldson, seconded by Steve Hunt.

8 in favor, 1 opposed, 0 abstained, adopted Resolution #472.

#473 Resolution Adopting Certain Policies and Procedures.

On a motion by Diane Munro, seconded by Elinor Tatum.

Joe Martens noted that there was an amendment to the Resolution.

Michelle Crew explained that the change was in the second to last paragraph to add "and the workplace policy".

Diane Munro made a motion to approve the amendment to Resolution #473.

Seconded by Elinor Tatum.

9 in favor, 0 opposed, 0 abstained, approved the amendment to Resolution #473.

The Board then voted to adopt Resolution #473, as amended.

9 in favor, 0 opposed, 0 abstained, adopted Resolution #473, as amended.

#474 Resolution Approving and Adopting ORDA's 2023/2024 Budget & 2022-2027 Financial Plan.

On a motion by Art Lussi, seconded by Diane Munro.

9 in favor, 0 opposed, 0 abstained, adopted Resolution #474.



#475 Resolution Committing Capital and Granting Approval for the President & CEO to Enter into Contract Amendments for Buildings & Infrastructure Improvements Project at Mt. Van Hoevenberg.

On a motion by Diane Munro, seconded by Elinor Tatum.

9 in favor, 0 opposed, 0 abstained, adopted Resolution #475.

Joe Martens noted that there was an amendment to the fifth whereas of the Resolution #475 to provide “anticipated not to exceed \$800,000” instead of “anticipated to be \$800,000”, and to change the be it further resolved section of the Resolution to provide “BE IT FURTHER RESOLVED that the Board of Directors hereby authorizes the President & CEO to enter into the necessary contract amendments upon the terms and amounts provided for herein”.

Betty Little made a motion to approve the amendments to Resolution #475.

Seconded by Diane Munro.

9 in favor, 0 opposed, 0 abstained, approved amendment to Resolution #475.

Joe Martens asked for a motion to approve Resolution #475, as amended.

On a motion by Betty Little, seconded by Diane Munro.

9 in favor, 0 opposed, 0 abstained, adopted amended Resolution #475.

#476 Resolution Committing Capital and Authorizing the President & CEO to Enter Into an Agreement for the Purchase of Replacement Haul Rope for the Cloudsplitter Gondola at Whiteface Mountain.

On a motion by Art Lussi, seconded by Steve Hunt.

9 in favor, 0 opposed, 0 abstained, adopted Resolution #476.

#477 Resolution Committing Capital and Approving Purchase of Gore Solar Facilities.



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On a motion by Cliff Donaldson, seconded by Steve Hunt.

9 in favor, 0 opposed, 0 abstained, adopted Resolution #477.

Chair:

Joe Martens announced that Renee would be in touch about scheduling the next Board meeting.

Adjournment:

On a motion by Betty Little, seconded by Cliff Donaldson, the meeting of the Olympic Regional Development Authority Board of Directors was adjourned at 2:20 p.m.

DRAFT



NEW YORK STATE OLYMPIC REGIONAL DEVELOPMENT AUTHORITY

Resolution # 478

RESOLUTION COMMITTING CAPITAL AND AUTHORIZING THE PRESIDENT AND CEO TO ENTER INTO AN AGREEMENT EXTENDING THE CONTRACT FOR BUSINESS INTELLIGENCE SOFTWARE PLATFORM

At a meeting of the Board of Directors of the Olympic Regional Development Authority (Olympic Authority) held on March 24, 2023, the Chair offered the following resolution:

WHEREAS, following a competitive bid process, and on September 22, 2020, the Olympic Authority and Domo, Inc. (Domo) entered into a services agreement (Services Agreement), whereby Domo agreed to provide the Olympic Authority with a customizable sales tracking software platform which would allow the Olympic Authority to integrate its business and operational information for business intelligence reporting and data analysis; and

WHEREAS, the term of the Services Agreement was from September 22, 2020, through March 21, 2023; and

WHEREAS, Domo provided the software platform to the Olympic Authority and thereafter customized it to meet the specific needs and requirements of the Olympic Authority; and

WHEREAS, the Domo Services are a valuable tool such that an extension of Service Agreement is a worthwhile investment for the Olympic Authority; and

WHEREAS, the Olympic Authority desires to enter into a proposed Agreement which extends the term of the Services Agreement for a period of three (3) years from March 22, 2023, through March 21, 2026, at a fixed price of \$312,340.80; and

WHEREAS, the Olympic Authority has determined that Domo provides the best value to the Olympic Authority on a single source basis, and that entering into the Agreement with Domo is in the best interest of the Olympic Authority; and

WHEREAS, the President & CEO has requested that the Olympic Authority commit the requisite capital for the extension of the Domo Services so as to enable entry into the Agreement; and

WHEREAS, pursuant to ORDA's By-Laws, Art. VI § 2, which requires that the President & CEO obtain Board approval prior to entering into agreements the value of which will be in excess of \$250,000.00 or more over the life of the contract, the President & CEO has requested authority to enter into the Agreement;

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors hereby authorizes the expenditure of funds and commits the capital for the extension of the Services Agreement as is described more fully herein; and

BE IT FURTHER RESOLVED that the Board of Directors hereby authorizes the President & CEO to enter into the Agreement upon the terms and amounts provided for herein.

SO RESOLVED,

MOVED BY: _____

SECONDED BY: _____

and

ADOPTED BY the following vote:

In Favor:	Excused/Abstained:	Against:
_____	_____	_____
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Renee Fitzgerald, Secretary to the Board, being duly sworn, deposes and says:

The above Resolution # 478 was duly passed by the Board of Directors on March 24, 2023.

Signature _____

Title: Secretary to the Board of Directors

Sworn before me this _____ day of March, 2023.

Notary Public, State of New York