

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

April 29, 2025

CCIDA Offices

9 East Washington Street

Ellicottville NY 14731

11:15 a.m. In Person or via Teleconference Call/Zoom

Roll Call: -Taken-

Members

Present:

Mr. Thomas Buffamante-Chairman
Mr. Joseph Higgins
Mr. James (Joe) Snyder
Mr. Brent Driscoll
Ms. Ginger Schroder

Excused:

Mr. Michael Wimer
Mr. Thomas Cullen

CCIDA Staff/Counsel:

Mr. Corey R. Wiktor, Executive Director CCIDA
Mr. Robert Murray, Harris Beach PLLC Legal Counsel

Presenters/Guests:

Tracey Drury, Business First and WGRZ (via zoom)
David Trathen, CFO of Win-Sum Ski Corp.

Mr. Buffamante called the meeting to order at 11:16 a.m.

A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Mr. Snyder and Ms. Schroder and were present. Mr. Cullen and Mr. Wimer were excused.

A Motion was made by Joseph Higgins seconded by Brent Driscoll to accept the Board Meeting Minutes from March 25, 2025. All in favor. **Motion Carried.** Mr. Cullen and Mr. Wimer were excused.

-Mr. Wiktor: Good morning everyone and welcome to our April 29, 2025 Board Meeting. We have David Trathen from Win-Sum Ski Corp. in attendance to give an overview of the project.

-Mr. Trathen: Thank you. We had a good season with new snow and little warm ups and we used about 20% less water than we have in years before because we basically were able to stop making snow in early February. The only negativity was the utility and electric costs were a little higher than previous years but that was due to the cold weather. We had a good year with attendance and lodging, around half a million of skier visits which I think was great for the businesses, restaurants and stores.

-Mr. Buffamante: How are your bookings for summer, weddings and parties looking?

-Mr. Trathen: Weddings are up and conference groups are up, so business is good.

-Mr. Buffamante: You don't see and slow down there?

-Mr. Trathen: No, not at all.

-Mr. Trathen: Regarding our application, it's for \$5,100,000 and I will highlight some of the larger issues. We are going to purchase 2 groomers at about \$1.2 million total cost. One is a standard groomer and the other is a winch cat. The other critical thing is snow making and we are putting over a \$1.0 million for snow making, purchasing a couple of fan guns, most of our system is air/water and the fan gun is basically an electric fan that blows the air and water out and spans it out so it gives us more coverage. We are putting a fair amount of new pipe in the ground as most of it has been in the ground 30 years and it's time to replace it. We are also looking to purchase a shuttle bus, a back hoe and renovations to the Inn. A lot of equipment is aging out and we will be purchasing computer equipment as the old won't be supported by Microsoft. If any of you ski at the resort, we use a scanner for ticket lifts and we are going to put in a couple of gates where we could utilize the scanner. On the golf course, we have a new ven-trac mower, some golf carts as well as a lot of other medium sized projects.

-Mr. Buffamante: Do the groomers come from Europe or the United States?

-Mr. Trathen: Well they have a big plant in Utah and they get a lot of service out of Canada.

-Mr. Buffamante: So, you don't believe there will be any tariff impact on this based upon what you know right now?

-Mr. Trathen: No, we don't believe so. The only item that may be is the gate access system is from Austria and they said if we order in early May or mid-May, we should be fine.

-Mr. Wiktor: I have seen a lot of videos lately where people are skiing through the trees. Is that encouraged?

-Mr. Trathen: You can ski through the trees now as we clean the woods so you can ski through them as long as there at least a foot of snow in there.

-Mr. Trathen: We really appreciate the help as it would allow us to do more with this project.

-Mr. Wiktor: Thank you David, sometimes we get people who say we get an annual submission and I guess take a little bit of an offense to that because there is no such thing as an annual investment of millions of dollars into a ski resort in New York State were it only gets harder to operate. We very much value your commitment to tourism where we realize each year these applications are always simplified where it's not all glitz and glamor, but without those bones and pipe replacements, ski guns and automation snow, where without putting the pebbles in the pond, those ripples start to dry up pretty fast. We appreciate all the Valley provides in terms of

global tourism destination, high ranked in the ski magazines, and all of the street credit in our backyard is a jewel that brings not just the sales tax, but the bed tax and employment which is a full gamut that these projects bring. It is nice how you are now utilizing a lot of that year round labor in house and we see that more and more every year on the application so you are keeping these people on versus more traditional seasonal or part-time jobs and that is a tremendous testament to you guys and the board of what you do.

-Mr. Buffamante: Another thing that is worth mentioning is Ellicottville benefits a lot from both Holiday Valley and HoliMont, the whole County really, there are hotel rooms throughout and restaurants.

-Mr. Wiktor: I don't think people realize how many dollars that you invest on an annual basis that other resorts may not do.

-Mr. Driscoll: Look at a lot of the other ski resorts in New York, they are having a hard time staying open and you need to do this type of stuff just to exist and stay open.

-Mr. Trathen: We appreciate the good relationship.

-Mr. Wiktor: Thank you David, we will get the public hearing going and will be in touch with the next steps.

-Mr. Wiktor: Thank you to the Board for your support.

New Application

-1.) – Win Sum Ski Corp (Holiday Valley):

-Wim Sum Ski Corp. has submitted an application seeking NYS sales tax abatement to purchase equipment to improve the efficiency of the resort as well as general renovations of the building interiors at 6557 Holiday Valley Road, Ellicottville, NY.

**A complete breakdown and overview of the investments and projects that Holiday Valley is proposing has been included within their submitted application for your review. Once again, a "4 season slate of investments".*

The Total Project Investment: \$5,105,350

***CCIDA Financial Reports:**

A Motion was made by Brent Driscoll seconded by Ginger Schroder to accept the March 2025 CCIDA Operating Statement as presented to the Board. All in Favor - **Motion Carried.** Mr. Cullen and Mr. Wimer were excused.

***Income for April 2025 (\$6,000.00):**

- \$ 1,500.00 - Fitzpatrick & Weller Application Fee

- \$ 3,000.00 – Radial Power Assignment Fee

- \$ 1,500.00 – Win Sum Ski Corp. Application Fee

-*\$ 12,750.00 – Mazza Mechanical- project Closing Fee (will receive 04/28/25)

-General update on projects in process; including the Agency has 5 projects in the closing stage which should close in the 2nd quarter of this year.

-Governor Hochul Announced the Village of Cattaraugus as the \$10 Million-dollar DRI Winner-March 26, 2025:

The Village of Cattaraugus is a vibrant community that is protected and tucked away, perched on a steep incline and sheltered by surrounding hills, productive farmlands and mature verdant forests. The original 19th century brick heart of the village, amazingly intact and a designated National Historic District, imbues a sense of history and character. Stores and businesses are locally owned, and the surrounding area abounds with hundreds of creative artists and artisans. The Village seeks to transform its historic red brick Main Street into a communal gathering place where our natural beauty, cultural heritage and small-town character converge to foster economic growth and enhance quality of life. The Village would become a regional attraction for dining and lodging using its industrial rail heritage to encourage outdoor recreation on its trails that will attract visitors and new residents to stay and enjoy the welcoming nature of the Village.

-Mr. Wiktor: Much respect and regards to the Village Officials, the Cattaraugus County Legislature, Business owners, Community members, NYS along with countless others who worked very hard and collectively as a team to bring this vision into reality. I thank the IDA Board as well for their financial commitment for allowing “us” to assist this truly transformational award come to fruition! *A copy of the Application of proposed projects is on file.*

***Executive Directors Reports:**

-Internal (IDA Meetings/Discussions, Snapshot):

- ✓ Meeting with Bill Bursee of Steelbound on updates to proposed project.
- ✓ Multiple meetings with a WNY commercial real estate broker on a building that has been for sale within the County. An out of state Manufacturer looking at the site. Fingers crossed.
- ✓ Meeting with Dana Cornell and his partner relating to their “Exit 24” project, former K-Mart on a possible out parcel project.
- ✓ Meeting with David Fenske and Richard Zink regarding potential knife project update, relating to his proposed project.
- ✓ Continued bi-weekly meetings Edelweiss Diary project “team” relating to their current deal with the IDA and moving towards closing the project. Good news!
- ✓ Attended the monthly OBDC Board Meeting.
- ✓ Phone call meeting with Angelo and Bob Murray, Angelo’s Counsel regarding an update on the Olean Mall redevelopment project-Phase 1.
- ✓ Attended the monthly STERA meeting.
- ✓ Attended Cattaraugus County Economic Development Team Meeting in Little Valley.
- ✓ Meeting with Courtney Curatolo of NYSBDC.
- ✓ RevRail Updates-Construction moving along, opening date soon to be announced.

- ✓ Participated in Congressmen Langworthy telephone Town Hall meeting.
- ✓ Attended County Legislature meeting in Little Valley in April.
- ✓ Several additional meetings and call with existing County wide businesses.
- ✓ Meeting with NBT Bank at Hamburg IDA on a few projects within the County and how they may be able to assist.
- ✓ Invitation to serve on Cattaraugus Local Planning Committee regarding Village of Cattaraugus' DRI Grant.

-External (Points of Interest relating to the CCIDA):

- ✓ Meeting with Bill Bursee of Steelbound on updates to proposed project.
- ✓ Multiple meetings with a WNY commercial real estate broker on a building that has been for sale within the County. An out of state Manufacturer looking at the site. Fingers crossed.
- ✓ Meeting with Dana Cornell and his partner relating to their "Exit 24" project, former K-Mart on a possible out parcel project.
- ✓ Meeting with David Fenske and Richard Zink regarding potential knife project update, relating to his proposed project.
- ✓ Continued bi-weekly meetings Edelweiss Dairy project "team" relating to their current deal with the IDA and moving towards closing the project. Good news!
- ✓ Attended the monthly OBDC Board Meeting.
- ✓ Phone call meeting with Angelo and Bob Murray, Angelo's Counsel regarding an update on the Olean Mall redevelopment project-Phase 1.
- ✓ Attended the monthly STERA meeting.
- ✓ Attended Cattaraugus County Economic Development Team Meeting in Little Valley.
- ✓ Meeting with Courtney Curatolo of NYSBDC.
- ✓ RevRail Updates-Construction moving along, opening date soon to be announced.
- ✓ Participated in Congressmen Langworthy telephone Town Hall meeting.
- ✓ Attended County Legislature meeting in Little Valley in April.
- ✓ Several additional meetings and call with existing County wide businesses.
- ✓ Meeting with NBT Bank at Hamburg IDA on a few projects within the County and how they may be able to assist.
- ✓ Invitation to serve on Cattaraugus Local Planning Committee regarding Village of Cattaraugus' DRI Grant.

A Motion was made by Brent Driscoll seconded by Ginger Schroder to go into Executive Session for Attorney/Client Privileges at 11:56 a.m. All in Favor – **Motion Carried.** Mr. Wimer and Mr. Cullen were excused.

A Motion was made by Joseph Higgins seconded by Brent Driscoll to exit Executive Session and return to the regular meeting at 1:19 p.m. All in Favor – **Motion Carried.** For the official record, no action was taken in the Executive Session.

A Motion was made by Thomas Buffamante seconded by Joseph Higgins to adjourn the meeting at 1:21 p.m. All in Favor – **Motion Carried.** Mr. Wimer and Mr. Cullen were excused.

*** Next CCIDA Board of Directors Meeting: May 20, 2025 at 11:15 a.m.**
at the CCIDA Offices
9 E. Washington Street
Ellicottville, NY
and also, via Zoom.