

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

Minutes of the regular meeting of Board of Directors of the Western Regional Off-Track Betting Corporation, held on the 20th day of November 2017, and commencing at 10:37 a.m. in the *Robert J. Kane Board Room*, Corporate Headquarters at 8315 Park Road Batavia, New York.

Participating were:

Absent:

Buffalo	Michelle Parmer-Garner
Cattaraugus	Richard E. Haberer
Cayuga	Paul W. Lattimore, Jr.
Erie	Beverly A. Mazur
Genesee	Richard E. Siebert
Monroe	Richard D. Bianchi
Buffalo	Elliott Winter
Orleans	Edward F. Morgan
Oswego	Ronald B. Darrow
Rochester	Dennis Bassett
Schuyler	Philip C. Barnes
Wayne	Ken Lauderdale
Wyoming	Susan May

Paul Lattimore

Available via phone Thomas P. Wamp  
John E. Clifford  
Allan Hendrickson

constituting the Directors of all participating municipalities.

Also participating were: Henry Wojtaszek, President & CEO; Michael P. Nolan, Chief Operating Officer; Scott P. Kiedrowski, Vice-President Operations; William R. White, Vice President – Administration; Jacquelyne Leach, Comptroller; Mark Gabriele, Associate Counsel; Steven Haigh, Internal Auditor

A roll of the membership of the Board having been called, Mr. Kiedrowski declared a quorum present.

Chairman Bianchi proceeded to conduct the meeting following the published Agenda for this regular meeting.

Chairman Bianchi then asked Director Bassett to lead the assemblage in the Pledge of Allegiance.

**1. The Phoenix Group**

Henry Wojtaszek, President & CEO informed the Board that he and Mark Gabriele, Associate Counsel met with the Phoenix Group and the following was discussed.

Mr. Wojtaszek is requesting to enter into contract with The Phoenix Group for six months with a 90 day out at \$20,000 per month with a performance bonus incentive after six months to be distributed to the municipalities.

Mr. Wojtaszek anticipated payment to The Phoenix Group from the Marketing Fund.

Mr. Wojtaszek informed the Board that The Phoenix Group would be on site with our Marketing, Food and Beverage departments, and various departments.

Director Bassett expressed that the changes with The Phoenix Group can provide a large impact to the growth of Batavia Downs.

Director Wamp expressed that our great organization has room for growth and supports Mr. Wojtaszek to move forward with his request to enter into contract with The Phoenix Group with management making the decision to enter into contract with The Phoenix group for six (6) months.

Director Clifford asked for references of the Phoenix Group.

Steven Haigh, Internal Auditor informed the Board that the By-Laws state that nine votes must be present.

Upon motion by Director Morgan and seconded by Director Bassett to enter into a six month agreement with The Phoenix Group, a roll call vote was taken, Ayes: 13; Nays: 0; Absent 1; Lattimore. The motion passed.

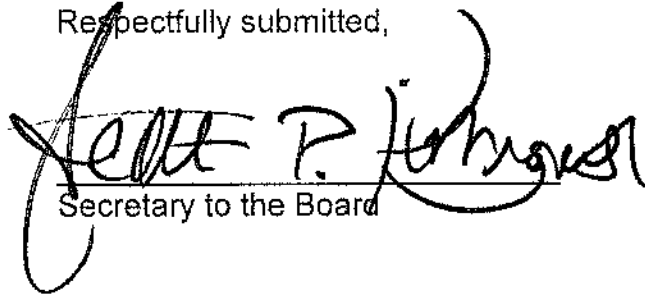
**2. New Food & Beverage Position**

Mr. Wojtaszek informed the Board that he is looking into the possibility of hiring a Food & Beverage Coordinator. This position is a new title at a salary grade 6 with range of \$45,000-\$53,000 and will need NYS Gaming Commission approval to create the position.

3. Adjournment:

Director Lauderdale made a motion to adjourn which Director May seconded.  
The meeting adjourned at 11:26 a.m.

Respectfully submitted,

  
Secretary to the Board

/pma