

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 25th day of April 2019, and commencing at 10:03 a.m. in the *Robert J. Kane Board Room*, Corporate Headquarters at 8315 Park Road Batavia, New York.

Participating were:

Buffalo	Michelle Parmer-Garner
Cattaraugus	Richard E. Haberer
Cayuga	Paul W. Lattimore
Erie	Beverly A. Mazur
Genesee	Richard E. Siebert
Livingston	Thomas P. Wamp
Monroe	Richard D. Bianchi
Niagara	Elliott Winter
Orleans	Edward F. Morgan
Rochester	Dennis Bassett
Wayne	Ken Lauderdale
Wyoming	Susan May

Absent:

A. Hendrickson
R. Darrow
P. Barnes
R. Ricci
J. Clifford

constituting the Directors of all participating municipalities.

Also participating were: Henry F. Wojtaszek, President & CEO; Michael P. Nolan, Chief Operating Officer; Scott Kiedrowski, Vice President Operations; William R. White, Vice President – Administration; Jacquelyne Leach, Chief Financial Officer; Mark Gabriele, Associate General Counsel; Steven Haigh, Internal Auditor; Ryan Hasenauer, Director of Marketing-WROTBC & Video Gaming; Todd Haight, General Manager Live Racing; Cindy DeCarlo, Controller BDG Operations; Mark Wolf, General Manager of Gaming; James Haas, Communications/Mutuels Manager; Sean Schiano, Director of Branch Operations; Edward Merriman, Manager of Branch Operations; Jake Rak, Controller WROTBC Operations; Megan Glor, Director of Purchasing/Real Estate; Brian Quinn, The Daily News, Jim Heaney, Investigative Post.

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 Mazur to lead the assemblage in the Pledge of Allegiance.

1. **Approval of Previous Minutes:**

Chairman Bianchi called for amendments, additions, deletions, or corrections to the minutes of the previous meeting of March 28, 2019. There being none, a motion was made by Director Morgan and seconded by Director Lauderdale to approve the March minutes as submitted. The minutes were approved unanimously by a voice vote.

2. **Communications:**

Mr. Scott P. Kiedrowski, Vice-President Operations informed the Board of a thank you note from Peggy Marone, Director, Leadership Genesee for the donation from Batavia Downs toward their 2019 March Mixer.

3. **Officers' Reports:**

There were no Officers reports.

4. **Personnel Committee Report:**

Committee Chairman Wamp called the meeting to order on Wednesday, April 24, 2019 at 1:04 p.m. and the following business was discussed.

Committee Chairman Wamp began the meeting discussing the extra vendor fee monies WROTBC will be receiving as of April 12, 2019. He stressed the importance of due diligence with these funds with the elimination of the "Marketing Fund" and now every dollar hitting the bottom line.

PULSE – Occupational Medicine

Mr. William R. White, Vice President - Administration informed the Committee of the Resolution for PULSE medicine which is used for pre-employment physicals and third party verification of drug tests. There is no rate increase from the 2018 contract.

Upon motion by Committee Chairman Wamp and seconded by Director Haberer a voice vote was taken. The motion passed to engage Pulse pre-employment physicals and drug test services not to exceed \$14,000.00.

4. **Personnel Committee Report:**

Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #31-2019)

Host/Players Club Incentive Program

Mr. Ryan Hasenauer, Director of Marketing-WROTB & Video Gaming gave an extensive presentation of his desire to offer an incentive program for the Host employees.

Upon motion by Committee Chairman Wamp and seconded by Director Winter a voice vote was taken. The motion passed to offer an incentive program for the Host and Player Club employees. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford.

Compendium Changes (Added Positions)

Mr. Kiedrowski informed the Committee of the Compendium changes requested for bar staff, chefs, cocktail servers and dining servers. Bar staff would increase from 9 to 15 including 2 full-time positions. Chefs would increase from 4 to 6 positions, with both new positions being full-time. Cocktail servers would increase from 8 to 10. Dining Servers would increase from 23 to 35, with 4 being full-time. Mr. Kiedrowski reported the total cost if all positions were filled would be approximately \$260,000.00.

Upon motion by Committee Chairman Wamp and seconded by Director Morgan a voice vote was taken. The motion passed to approve Compendium changes requested. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford.

Chairman Wamp adjourned the Personnel Committee meeting at 1:48 p.m.

5. **Finance Committee Report:**

Committee Chairman Lauderdale, called the meeting to order at 1:55 p.m. on Wednesday, April 24, 2019 and the following business was discussed.

5. Finance Committee Report continued:

2018 Corporate Investment Report

Mrs. Jacquelyne Leach, Chief Financial Officer stated that in accordance with the Investment Policy and Guidelines of the Corporation adopted by the Board of Directors in April 26, 2018, the Corporation's 2018 Investment Report was submitted for discussion. Mrs. Leach also provided current information on the Corporation's loan balances.

Upon motion by Committee Chairman Lauderdale and seconded by Director Winter to accept the Corporation's 2018 Investment Report a voice vote was taken. Ayes: 12; Nays: 0; Absent: Hendrickson, Darrow, Barnes, Ricci and Clifford. The motion passed unanimously.

CFO REPORT & BDG FINANCIALS – MARCH 2019

Mrs. Leach reviewed the March 2019 Chief Financial Officer Reports with Committee members. The corporation paid out \$92,036 in surcharge for March. Mrs. Leach discussed the results of operations for branches and Batavia Downs. The first quarter of 2018 is 18% better than plan. There are no quarterly earnings available and none were expected in the 2019 Operating Plan.

Mrs. Leach also reviewed the March 2019 Batavia Downs results of operations, and provided information on credits played, net win and free play, food and beverage, and other statistics.

NYGA WEEKLY NUMBERS

Mrs. Leach reviewed the NYGA Weekly Numbers with the Committee members, highlighting Batavia Downs Gaming performance in March 2019 as compared to March 2018.

The Finance Committee meeting adjourned at 2:27 p.m.

6. Advertising Committee Report continued:

Committee Vice-Chairperson May reported the Advertising Committee meeting was held on Wednesday, April 24, 2019 at 2:35 p.m. and the following business was discussed.

Live Racing Update

Mr. Todd Haight, General Manager Live Racing delivered a presentation of past and upcoming OTB events including Kentucky Derby Prep Races. Kentucky Derby advertisements were shown. The battle of the branches has ended with Empire Branch winning.

Mr. Ryan Hasenauer, Director of Marketing-WROTB & Video Gaming showcased the new website. He also reviewed pictures of recent events like the Wine Fest, Concert, MMA Press Conference and Brew fest.

Resolutions

Mr. Ryan Hasenauer, Director of Marketing-WROTB & Video Gaming informed the Committee of the Resolution needed for the Rochester Broadway Theatre League (RBTL) for the purchase of eight (8) VIP box seats to the May 11, 2019 performance of Hamilton at the Auditorium Theatre.

Upon motion by Director May and seconded by Director Lattimore a roll call vote was taken. The motion passed to purchase the eight (8) VIP box seat tickets from RBTL. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #30-2019)

Mr. Hasenauer informed the Committee of the Resolution needed for the purchase of a recreational vehicle from Colton RV, to be fully reimbursed to Western from the NYS Gaming Commission Lapsed Prize Fund.

Upon motion by Director May and seconded by Director Lauderdale a roll call vote was taken. The motion passed to purchase the recreational vehicle from Colton RV in the amount not to exceed \$20,000.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #32-2019)

Mr. Hasenauer informed the Committee of the Resolution needed for the purchase of eighteen (18) suite tickets from Pegula Sports and

6. Advertising Committee Report continued:

Entertainment for the 2019 Frozen Four Hockey Tournament at Key Bank Center.

Upon motion by Director May and seconded by Director Siebert a roll call vote was taken. The motion passed to purchase the eighteen (18) suite tickets from Pegula Sports and Entertainment at a cost not to exceed \$7,500.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #33-2019)

Mr. Hasenauer informed the Committee of the Resolution needed for the purchase the Showtime Boxing Annual Series from Joe Hand Promotions to show in 34 Rush on select Sundays.

Upon motion by Director May and seconded by Director Wamp a roll call vote was taken. The motion passed to purchase the Showtime 2019 Boxing Annual Series from Joe Hand Promotions in the amount not to exceed \$5,220.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #36-2019)

Mr. Hasenauer informed the Committee of the Resolution needed for the purchase of an ATV from Pioneer Motorsports, Inc. to be given away as a gaming floor drawing prize and will be full reimbursed to Western from the NYS Gaming Commission Lapsed Prize Fund.

Upon motion by Director May and seconded by Director Mazur a roll call vote was taken. The motion passed to purchase an ATV from Pioneer Motorsports, Inc. at a cost not to exceed \$5,300.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #37-2019)

Mr. Hasenauer informed the Committee of the Resolution needed for the purchase a Quest Pontoon Boat and Trailer from Captain Ken's Bayside Boats, Inc. to be given away as a gaming floor drawing and will be reimbursed to Western from the NYS Gaming Commission Lapsed Prize Fund.

Upon motion by Director May and seconded by Director Parmer-Garner a roll call vote was taken. The motion passed to purchase the Quest Pontoon Boat and Trailer from Captain Ken's Bayside Boats, Inc. in the amount not

6. Advertising Committee Report continued:

to exceed \$18,500.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #38-2019)

Mr. Hasenauer informed the Committee of the Resolution needed for the continuous Marketing Fund budget current rate of 10% of the Net Win for the remainder of 2019.

A discussion was had by several Directors and Staff regarding this Resolution #41-2019. Mr. Wojtaszek pointed out that based on discussions with Board members and Department Heads that we have been tasked with looking at our current budget and proposing a more innovative and efficient way to operate both our Marketing Department and the Capital Awards project and will report back to the Board of Directors in the next few months.

Upon motion by Director Morgan and seconded by Director Bassett a roll call vote was taken. The motion passed to continue the Marketing Fund current rate of 10% for the remainder of 2019. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #41-2019)

Mr. Hasenauer requested out of state travel for the Casino Marketing Conference in Las Vegas for two (2) staff members July 23-25, 2019. Also, permission was requested for Staff and Directors to attend the G2E Conference in Las Vegas October 14-17, 2019.

Upon motion by Director May and seconded by Director Haberer a voice vote was taken. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. The motion passed unanimously.

The Advertising and Promotions Committee meeting was adjourned at 3:29pm

7. Legislative Committee Report:

Mr. Henry F. Wojtaszek, President & CEO reported the Legislative Committee meeting was held on Wednesday, April 24, 2019 at 9:10 a.m. and the following business was discussed.

7. **Legislative Committee Report continued:**

Mr. Wojtaszek discussed the movement on the purchase of the Kmart property. The owner made an offer to sell for \$1.5 million. Staff continues to work with the Wladis group on a grant. Director Bassett requested a five to ten year strategic plan to be presented at the May Board Meeting.

Mr. Wojtaszek also discussed the Sports Betting issue that Senator Addabbo continues to push. The main issue is mobile versus not mobile. WROTBC continues to push for the original legislation that included affiliates with mobile being introduced at a later date. There is a hearing May 8 in Albany on this issue.

The Legislative Committee meeting adjourned at 9:25 am

8. **Insurance Committee Report:**

Mr. Henry F. Wojtaszek reported the Insurance Committee meeting was held on Wednesday, April 24, 2019 and the following business was discussed.

Mr. Wojtaszek reported to the Committee that staff will proceed with the self-insurance pending the completion of the stop loss policy, third party administrator and an absurdity bond and will bring it to the May Board of Directors meeting for approval.

9. **Audit Committee Report:**

Committee Chairman Bassett reported that the Audit Committee was held on Wednesday, April 24, 2019 at 4:45 and the following business was discussed.

Mr. Craig Stevens of Bonadio informed the Committee of the Financial Audit Report.

Upon motion by Committee Chairman Bassett and seconded by Director Morgan to approve the Financial Audit Report a voice vote was taken. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford.

Committee Chairman Bassett reported the marketing expenditure.

9. Audit Committee Report continued:

Upon motion by Committee Chairman Bassett and seconded by Director Lauderdale to approve the Marketing Expenditures a voice vote was taken. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford.

Committee Chairman Bassett reported the following changes to the Purchasing Policy.

Request of items in excess of \$1,000.00 – and up to \$5,000.00

The Department Head must sign and obtain an officers signature and the CFO's signature, with two (2) verbal quotes are required to be listed on the purchase requisition.

Request of Items in excess of \$5,000.00- and up to \$10,000.00

The Department Head must sign and obtain an officer's signature and the CFO's signature.

Request of Items in excess of \$10,000.00 and up to \$15,000.00

The Department Head must sign and obtain an officer's signature and the CFO's signature and two (2) written quotations are required to be submitted.

Request of Items in in excess of \$15,000.00

Require the Public Bidding Process. The Department Head requesting must have authorization of an Officer for written approval. The Director of Purchasing will work with the Department Head to prepare the Bid Specifications.

Upon motion by Committee Chairman Bassett and seconded by Director Haberer to accept the Purchasing Policy changes a voice vote was taken. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford.

10. **Batavia Downs Operations Committee Report:**

Committee Chairman Morgan reported the Batavia Downs Operations Committee meeting was held on Wednesday, April 24, 2019 at 3:15 p.m. and the following business was discussed.

Gaming Status

Mr. Mark Wolf, General Manager of Gaming provided gaming statistics. He informed the Committee that there are 846 total games on the floor and that IGT will be adding 10 more.

Live Racing

Mr. Todd Haight, General Manager Live Racing presented a recap of Live Racing.

Capital Awards Project Update

Mr. Michael P. Nolan, Chief Operating Officer updated the Committee of the recent Capital Awards Projects including the Fortunes extension which is finished and being used. The 34 Rush Kitchen has been set back approximately two weeks due to fire calking and double dry wall installation. The Park Place room is completed.

Concert Series Update

Mr. Wojtaszek updated the Committee of the upcoming 2019 Batavia Downs Concert Series. He informed the Committee that ticket sales and sponsorships are both progressing.

Security Go2Blu

Mr. Joseph Vacanti, Director of Security introduced Mr. Richard Spellman of Go2Blu who demonstrated a new emergency communications technology. A motion was made by Director Lauderdale and seconded by Director Winter to authorized officers to proceed with information and a resolution regarding Go2Blu to be brought to the May Board meeting.

Mr. Vacanti informed the Committee of the Genesee County's Sheriff's Office Fallen Officers Monument donation which was tabled until May.

10. **Batavia Downs Operations Committee Report continued:**

Resolutions

Mr. Haight informed the Committee of the Resolution needed for Mercy Flight Inc. to provide ambulance and trained medical personnel services on a standby basis at the Batavia Downs Racetrack during live racing at the following rates: \$145.00 per hour for 2019, \$149.50 for 2020, and \$155.00 for 2021 for Advanced Life Support. \$135.00 per hour for 2019, 139.50 for 2020 and 145.00 for 2021 for Advanced Emergency Medical Technician.

Upon motion by Director Morgan and seconded by Director Winter a roll call vote was taken. The motion passed for Mercy Flight Inc. to provide ambulance and trained medical personnel services on a standby basis at the Batavia Downs Racetrack during live racing at the above applicable rates not to exceed \$47,125.00 in 2019, not to exceed \$48,587.50 in 2020 and not to exceed \$50,375.00 in 2021. The term will commence July 1, 2019 and terminate December 31, 2019. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #23-2019)

Mrs. Leach informed the Committee of the Resolution needed for five (5) money counting machines and associated equipment from Cummins-Allison Corporation with a maintenance and service agreement with "Cummins" for a one (1) year term.

Upon motion by Director Morgan and seconded by Director Lattimore a roll call vote was taken. The motion passed to purchase five (5) money counting machines and associated equipment for a one year term commencing May 1, 2019 and terminating April 30, 2020 in the amount not to exceed \$28,428.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #24-2019)

Mr. Nolan informed the Committee of the Resolution needed for a 167 ton air conditioning unit from Trane US Inc. as part of the NYS OGS Contract #PT65823.

Upon motion by Director Morgan and seconded by Director Winter a roll call vote was taken. The motion passed to purchase the 167 ton air conditioning unit from Trane US Inc. in the amount of \$104,033.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #25-2019)

10. **Batavia Downs Operations Committee Report continued:**

Mr. Nolan informed the Committee of the Resolution needed to authorize the emergency repair to the Batavia Downs lobby escalator from Bison Elevator, Inc.

Upon motion by Director Morgan and seconded by Director Lattimore a roll call vote was taken. The motion passed to authorize the purchase of the emergency repairs to the lobby escalator from Bison Elevator, Inc. at a price of \$5,731.82. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #27-2019)

Mr. Nolan informed the Committee of the Resolution needed to authorize payment to Kistner Concrete Products, Inc. a NYS Vendor for seven (7) catch basins as part of the Paddock Capital Project.

Upon motion by Director Morgan and seconded by Director Siebert a roll call vote was taken. The motion passed to authorize the payment to Kistner Concrete Products Inc. for the amount of \$7,000.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #28-2019)

Mr. Nolan informed the Committee of the Resolution pursuant to an inter-municipal agreement that the Town of Batavia will install speed bumps at the main entrance cross walk of Batavia Downs.

Upon motion by Director Morgan and seconded by Director Lattimore a roll call vote was taken. The motion passed to agree to the installation of speed bumps by the Town of Batavia at a cost of \$26,000.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #29-2019)

Mr. Nolan informed the Committee of the Resolution needed to authorize legal services from The Wladis Law Firm P.C. for expertise in grant funding in respect of the Kmart building located in Batavia New York.

Upon motion by Director Morgan and seconded by Director May a roll call vote was taken. The motion passed to authorize payment to The Wladis Law Firm P.C. for services rendered in the amount of \$6,701.58. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #34-2019)

10. Batavia Downs Operations Committee Report continued:

Mr. Wojtaszek informed the Committee of the Resolution needed to approve the purchase order for Audio Images Sound & Lighting a single source provider for concert lighting and associated equipment for the 21 Gun Salute concert.

Upon motion by Director Morgan and seconded by Director Winter a roll call vote was taken. The motion passed to authorize the purchase order for Audio Images Sound & Lighting in the amount of \$6,385.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #35-2019)

Mrs. Leach informed the Committee of the Resolution needed to maintain a segregated 4% Capital Awards/Cash Account to fund Batavia Downs Capital Project fund for the remainder of 2019.

Upon motion by Director Morgan and seconded by Director Lauderdale a roll call vote was taken. The motion passed to authorize to continue to segregate 4% of the Capital Awards/Cash Account to fund the Batavia Downs Capital Project Fund for the remainder of 2019. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #40-2019)

Mr. Nolan informed the Committee of the Resolution needed for consultant services to Western for the resurface and re-banking of the racetrack by Kim Crawford.

Upon motion by Director Lauderdale and seconded by Director Lattimore to waive the rules pertaining to the Resolution #42-2019 for Kim Crawford a voice vote was taken. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. The motion passed.

Upon motion by Director Morgan and seconded by Director Lattimore a roll call vote was taken. The motion passed to authorize payment to Kim Crawford for the resurface and re-banking of the racetrack in an amount not to exceed \$5,000.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #42-2019)

Mr. Nolan informed the Committee of the Resolution needed for resurfacing material for the racetrack from Hanson Aggregates a NYS Vendor.

10. **Batavia Downs Operations Committee Report continued:**

Upon motion by Director Lauderdale and seconded by Director Lattimore to waive the rules pertaining to the Resolution #43-2019 for Hanson Aggregates a voice vote was taken. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. The motion passed.

Upon motion by Director Morgan and seconded by Director Lattimore a roll call vote was taken. The motion passed to authorize payment to Hanson Aggregates for the resurface re-surface material for the racetrack in an amount not to exceed \$30,000.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #43-2019)

Mr. Nolan informed the Committee of the Resolution needed for surveying and providing equipment to resurface the racetrack from Keeler Construction Co. Inc.

Upon motion by Director Lauderdale and seconded by Director Lattimore to waive the rules pertaining to the Resolution #44-2019 for Keeler Construction Co. Inc. a voice vote was taken. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. The motion passed.

Upon motion by Director Morgan and seconded by Director Lattimore a roll call vote was taken. The motion passed to authorize payment to Keeler Construction Co. Inc. to provide surveying and equipment to re-surface the racetrack in an amount not to exceed \$20,000.00. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #44-2019)

Mr. Nolan informed the Committee of the Resolution needed to authorize 64 chairs and 16 table from Link 2 hospitality Solutions Inc. of Capital Project 18-008, a sole source provider of the matching furniture that is currently in 34 Rush.

Upon motion by Director Morgan and seconded by Director Lattimore to waive the rules pertaining to the Resolution #45-2019 for Link 2 Hospitality Solutions. a voice vote was taken. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. The motion passed.

Upon motion by Director Morgan and seconded by Director Lattimore a roll call vote was taken. The motion passed to authorize the purchase of 64

11. **Branch Operations Committee Report:**

chairs and 16 tables from Link 2 Hospitality for the amount of \$22,044.77. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #45-2019)

The Batavia Downs Operations Committee adjourned at 4:25p.m.

Committee Chairperson Mazur reported the Branch Committee meeting was held on April 25, 2019 at 9:30 a.m. and the following business was discussed.

Branch Update

Mr. Edward Merriman, Manager of Branch Operations updated the Committee on work done at Jefferson, Marway and Wehrle Branches. He also mentioned the new custodian hired in Auburn, Cayuga County. Mr. Merriman informed the Committee about the work that the new concessionaire is doing at Military Road.

Batavia Bets Update

Mr. James Haas, Communications/Mutuels Manager reported that Batavia Bets was up almost \$43,000 or 4.2% in March; through April 21, Batavia Bets is down \$102,000 or 13.6%; year to date Batavia Bets is up over \$252,000 or 9.5%.

E-Z Bet Update

Mr. Sean Schiano, Director of Branch Operations reported that the Dakota Grill E-Z Bet in Hilton, Monroe County, was sold and all operations ceased on April 17, 2019. A possible replacement, Robbie's Bar and Grill, is coming in today to finish paperwork for submittal. Kim's Woodshed in Charlotte, Monroe County is also completing paperwork.

Resolutions

Mr. Schiano informed the Committee of the Resolution needed to authorize the purchase of six (6) air conditioning units with maintenance and service agreement over the next ten years.

11. Branch Operations Committee Report continued:

Upon motion by Director Bassett and seconded by Director Lattimore a roll call vote was taken. The motion passed to authorize the purchase six (6) air conditioning units as part of the National Purchasing Alliance, Daikin Applied Americas Inc. for the total amount of \$130,500.00 payable \$13,050.00 per year. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #26-2019)

Mr. Schiano informed the Committee of the Resolution needed to authorize the purchase of Kentucky Derby T-Shirts from the lowest bidder Special Tees.

Upon motion by Director Mazur and seconded by Director Bassett a roll call vote was taken. The motion passed to authorize the purchase of 3,456 Kentucky Derby T-Shirts from the lowest bidder Special Tees in the amount not to exceed \$10,823.60. Ayes: 12; Nays: 0; Absent: 5; Hendrickson, Darrow, Barnes, Ricci and Clifford. (See Resolution #39-2019)

The Branch Committee meeting adjourned at 9:50 a.m.

12. Resolutions:

**Resolution #23-2019 Mercy Flight
Resolution #24-2019 Cummins-Allison
Resolution #25-2019 Trane US Inc.
Resolution #26-2019 Daikin
Resolution #27-2019 Bison Elevator
Resolution #28-2019 Kistner Concrete Products Inc.
Resolution #29-2019 Town of Batavia
Resolution #30-2019 RBTL
Resolution #31-2019 Pulse Occupational Medicine
Resolution #32-2019 Colton RV
Resolution #33-2019 Pegula Sports
Resolution #34-2019 Wladis Law Firm P.C.
Resolution #35-2019 Audio Images
Resolution #36-2019 Joe Hand Promotions
Resolution #37-2019 Pioneer Motor Sports
Resolution #38-2019 Captain Ken's Bayside Boats
Resolution #39-2019 Special Tees
Resolution #40-2019 Capital Acct Funding**

12. **Resolutions continued:**

Resolution #41-2019 Marketing Acct Funding
Resolution #42-2019 Kim Crawford
Resolution #43-2019 Hanson Aggregates
Resolution #44-2019 Keeler Construction Co. Inc.
Resolution #45-2019 Link 2 Hospitality Solutions Inc.

13. **Unfinished Business:**

There was no unfinished business.

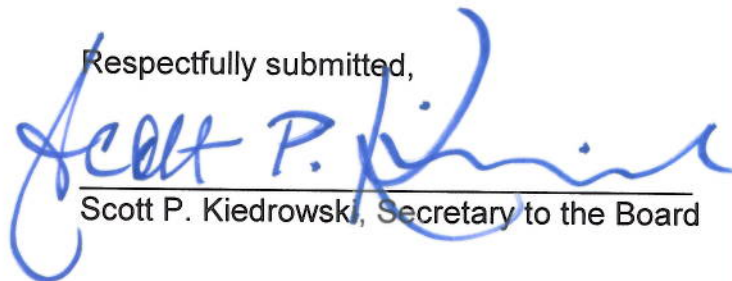
14. **New Business:**

The next Committee and Board meetings are scheduled for May 22 & 23 respectively.

15. **Adjournment:**

Director Lauderdale made a motion to adjourn which Director Winter seconded. The meeting was adjourned at 12:30 p.m.

Respectfully submitted,



Scott P. Kiedrowski, Secretary to the Board

/pma