

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

Minutes of the regular meeting of Board of Directors of the Western Regional Off-Track Betting Corporation, ("Western") held on the 23rd day of September, 2021 and commencing at 10:01 a.m. in the *Boardroom*, Corporate Headquarters at 8315 Park Road Batavia, New York.

Participating were:

Buffalo	Michelle Parmer-Garner
Cattaraugus	Richard E. Haberer
Cayuga	Paul Lattimore
Chautauqua	Allan Hendrickson
Genesee	Richard E. Siebert
Livingston	Thomas P. Wamp
Monroe	Richard D. Bianchi
Niagara	Elliott Winter
Orleans	Edward F. Morgan
Oswego	Mark Bombardo
Rochester	Dennis Bassett
Seneca	Richard Ricci
Wayne	Ken Lauderdale
Wyoming	Susan May

Absent:

Erie	Warthling
Schuyler	Barnes
Steuben	Vacant

constituting the Directors of all participating municipalities.

Also participating were: Henry F. Wojtaszek, President & CEO; Scott Kiedrowski, Vice President Operations; William R. White, Vice President – Administration; Mark Gabriele, Associate General Counsel; Steven Haigh, Internal Auditor; Ryan Hasenauer, Director of Marketing-WROTBC & Video Gaming; Jake Rak, Controller - WROTBC; Megan Glor, Director of Purchasing/Real Estate; Mike Pettinella, The Batavian; Brian Quinn, The Batavia Daily News.

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 asked Director Bassett 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 August 26, 2021. There being none, a motion was made by Director Bassett and seconded by Director May to approve the August minutes as submitted. The minutes were approved unanimously by voice vote.

2. **Communications:**

Scott P. Kiedrowski, Vice President – Operations informed the Board of the following:

A thank you note from The Volunteers for Animals for participating in the Concert Series.

A thank you note from Richard Colucci for the two night stay awarded to him and a guest at the Batavia Downs Hotel.

A thank you note from Linda Luther Coordinator, Park Ridge Auxiliary for the Stay and Play package for the upcoming fundraiser to benefit patient care at Unity Hospital.

3. **Personnel Committee Report:**

Committee Chairman Winter reported the Personnel Committee was held on Wednesday September 22, 2021 at 3:45 p.m. and the following items were discussed:

William R. White, Vice-President – Administration discussed the need for the additional Lead Runner position. A motion was made by Director Bianchi and seconded by Director Wamp and passed to bring the additional position to the full board.

A motion to enter into Executive Session was made by Director Winter at 3:49 p.m. and seconded by Director Ricci, to discuss a medical, financial, credit or employment history of a particular person or corporation or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation.

At 4:13 p.m. a motion was made by Director May and seconded by Director Haberer to come out of Executive Session.

A motion was made by Director May to adjourn, seconded by Director Haberer, the Personnel Meeting adjourned at 4:16 p.m.

4. **Finance Committee Report:**

Committee Chairman Lauderdale reported that the Finance Committee meeting was held on Wednesday September 22, 2021 at 1:56 p.m. and the following items were discussed.

Jacquelyne A. Leach, Chief Financial Officer presented the 2021 Operating Plan for the Hotel at Batavia Downs as prepared by Hart Hotel. After review and discussion of revenues and expense a motion was made by Director Winter, seconded by Director Wamp, and carried unanimously to bring the 2021 Hart Hotel Operating Plan as presented to the full Board.

A motion was made by Director Lauderdale, seconded by Director Morgan, and carried unanimously to approve the Operating Plan for Hart Hotel.

4. **Finance Committee Report continued:**

Resolution #53-2021 was presented to members, Staff is recommending a one year maintenance and service agreement with Cummins-Allison Corporation to provide service for Western's Batavia Downs Gaming money counting machines and associated equipment at the annual amount not to exceed \$29,524.86.

Upon motion by Director Morgan, seconded by Director Winter, and carried unanimously for Resolution #53-2021 to be carried to the full Board.

Megan Glor, Director of Purchasing/Real Estate presented Resolution #55-2021 and advised the Committee that bids for snowplowing services were opened on September 16, 2021 for snowplowing services at three (3) branches in Erie County for the 2021-2022 winter season. After review by staff, the following is recommended:

Erie County:

<u>Branch</u>	<u>Low Bidder</u>	<u>Per Plow Price</u>	<u>Plow</u>	<u>Salt</u>
Clinton	Buffalo Landscaping & Maintenance, LLC		\$175.00	\$150.00
McKinley	Buffalo Landscaping & Maintenance, LLC		\$100.00	\$100.00
Wehrle	Buffalo Landscaping & Maintenance, LLC		\$200.00	\$200.00

Upon motion by Director Wamp, seconded by Director Lauderdale, and carried unanimously to bring Resolution #55-2021 to the full Board.

Upon motion by Director Lauderdale and seconded by Director Siebert a roll call vote was taken. The motion passed to accept Buffalo Landscaping & Maintenance, LLC. for snowplowing services at three (3) branches in Erie County for the 2021-2022 winter season. Ayes: 14; Nays: 0; Vacant: 1; Steuben; Absent: 2; Warthling, Barnes. **See Resolution #55-2021.**

Mrs. Glor presented Resolution #54-2021 and Staff advised the Committee that bids for snowplowing services were opened on September 16, 2021 for snowplowing services at two (2) branches in Niagara County for the 2021-2022 winter season. After review by staff, the following is recommended:

4. Finance Committee Report continued:

Niagara County:

<u>Branch</u>	<u>Low Bidder</u>	<u>Per Plow Price</u>	<u>Plow</u>	<u>Salt</u>
Military	Ken Blaze Inc/dba Bills Auto		\$94.75	\$99.75
River	Ken Blaze Inc/dba Bills Auto		\$94.75	\$94.75

Upon motion by Director Bianchi, seconded by Director Morgan, and carried unanimously to bring Resolution #54-2021 to the full Board.

Upon motion by Director Lauderdale and seconded by Director Wamp a roll call vote was taken. The motion passed to accept snowplowing services at two (2) branches in Niagara County for the 2021-2022 winter season Ayes: 14; Nays: 0; Vacant: 1; Steuben; Absent: 2; Warthling, Barnes. **See Resolution #54-2021.**

Mrs. Leach reviewed the August 2021 Chief Financial Officer Reports with Committee members. Mrs. Leach discussed the results of operations for branches and Batavia Downs. The Corporation will distribute \$73,637 in surcharge to member municipalities for August.

Mrs. Leach also reviewed the August 2021 Batavia Downs results of operations, and provided information on credits played, net win and free play, food and beverage and hotel operations, and other statistics.

A motion was made by Director Winter to enter into Executive Session at 2:49 p.m., seconded by Director Wamp.

Upon motion by Director Wamp, and seconded by Director Winter, the Finance Committee meeting adjourned at 3:17 p.m.

5. **Advertising Committee Report:**

Committee Chairperson May reported that the Advertising & Promotions Committee meeting was held on Wednesday September 22, 2021 at 2:30 p.m. and the following items were discussed.

Todd Haight, Director/GM Live Racing/Branch Ops Specialist delivered a presentation on betting handle surrounding various horse racing events. The Family Fun Days will take place on Sunday October 17, 2021.

The Advertising and Promotions meeting adjourned at 2:40 p.m. and reconvened at 9:35 a.m. on Thursday September 23, 2021.

The Resolution #56-2021 was presented for the extension to the previous agreement with Mass Park Inc. through December 17, 2021 for an additional amount of \$70,000.00.

A motion was made by Director May and seconded by Director Morgan and passed to bring the Resolution #56-2021 to the full Board.

Upon motion by Director May and seconded by Director Morgan a roll call vote was taken. The motion passed for the extension to the previous agreement with Mass Park Inc. through December 17, 2021 for an additional amount of \$70,000.00. Ayes: 14; Nays: 0; Vacant: 1; Steuben; Absent: 2; Warthling, Barnes. **See Resolution #56-2021.**

The Resolution #58-2021 was presented for the option to extend the existing agreement for an additional one (1) year with Applied Business Systems, Inc. for marketing mailers in the amount not to exceed \$82,435.00.

A motion was made by Director May and seconded by Director Morgan and passed to bring the Resolution #58-2021 to the full Board.

Upon motion by Director May and seconded by Director Ricci a roll call vote was taken. The motion passed for option to extend the existing agreement for an additional one (1) year with Applied Business Systems, Inc. for marketing mailers in the amount not to exceed \$82,435.00. Ayes: 14; Nays: 0; Vacant: 1; Steuben; Absent: 2; Warthling, Barnes. **See Resolution #58-2021.**

5. **Advertising Committee Report continued:**

The Resolution #59-2021 was presented for Mark-It-Smart Inc. the lowest responsible bidder for various promotional items in the amount of \$263,090.00.

A motion was made by Director May and seconded by Director Morgan and passed to bring the Resolution #59-2021 to the full Board.

Upon motion by Director May and seconded by Director Ricci a roll call vote was taken. The motion passed for Mark-It-Smart Inc. the lowest responsible bidder for various promotional items in the amount of \$263,090.00. Ayes: 14; Nays: 0; Vacant: 1; Steuben; Absent: 2; Warthling, Barnes. **See Resolution #59-2021.**

Mr. Wojtaszek discussed the need of the additional position of Senior Player's Club Supervisor. A motion was made by Director May and seconded by Director Wamp and passed to bring the additional position to the full board.

A voice vote was taken and passed to accept the additional position of Senior Player's Club Supervisor.

Mr. Wojtaszek informed the members that Mr. White will now oversee the Surveillance Department and Mr. Kiedrowski will oversee the Marketing Department.

A motion by Director May and seconded by Director Morgan a voice vote was taken and passed unanimously.

The Advertising & Promotions Committee meeting adjourned at 9:52 a.m.

6. **Legislative Committee Report:**

The Legislative Committee did not meet.

7. **Insurance Committee Report:**

The Insurance Committee did not meet.

8. **Audit Committee Report:**

The Audit Committee did not meet.

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

Committee Chairman Morgan reported the Batavia Downs Operations Committee meeting was held on Wednesday September 22, 2021 at 1:05 p.m. and the following items were discussed.

Mark Wolf, General Manager provided gaming statics to the Committee.

Todd Haight, Director /General Manager-Live Racing provided a Live Racing update.

Henry F. Wojtaszek, President & CEO updated the committee discussing hotel revenue.

Mr. Wojtaszek provided a concert update. The 2021 concert season held thirteen (13) weeks of successful concerts and stated there are ten (10) bids in for the 2022 concert season.

Mr. Wojtaszek provided a warehouse and Park Rd. project update.

The Resolution #57-2021 was presented for Extreme Sport, Inc. a sole source for Buffalo Mafia Apparel to be sold at the Lucky Treasure Store for 2021 in the amount of \$22,500.00.

A motion was made by Director Hendrickson and seconded by Director Winter and passed to bring the Resolution #57-2021 to the full Board.

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

Upon motion by Director Morgan and seconded by Director Lauderdale a roll call vote was taken. The motion passed to accept Extreme Sport, Inc. a sole source for Buffalo Mafia Apparel to be sold at the Lucky Treasure Store for 2021 in the amount of \$22,500.00. Ayes: 14; Nays: 0; Vacant: 1; Steuben; Absent: 2; Warthling, Barnes. **See Resolution #57-2021.**

Upon motion by Director Haberer and seconded by Director Lauderdale the Batavia Downs Operations Committee meeting adjourned at 1:45 p.m.

10. **Branch Operations Committee Report:**

Committee Chairperson Parmer-Garner reported the Branch Operations Committee meeting was held on Thursday, September 23, 2021 at 9:32 a.m. and the following items were discussed.

Dina Pane, Branch Office Manager informed the Committee of an armed robbery that occurred at the Wehrle location in Erie County. No staff was physically injured and are working with Human Resources who have reached out to assist any employees. Staff is working closely with the Amherst police. Maintenance has installed a full security door in the meantime.

Ms. Pane reported that the Jamestown Branch in Chautauqua County, parking lot has been repaved.

Ms. Pane reported that the West Ridge lot in Monroe County has been paved and striped by Donuts Delite who have opened across the street. Western entered into an agreement to allow for staff parking in our lot and in exchange this location will pave and stripe, as well as plow and salt the entire lot as needed.

Ms. Pane reported that through August the E-Z Bets handled \$4.9 million and were up \$2.3 million compared to 2020, as well as being up \$765,000 compared to 2019. The total is about 10% of total handle and the percentage has been increasing year to year.

10. Branch Operations Committee Report continued:

Sean Schiano, Director of Branch Operations reported that Batavia Bets handled over \$1.8 million in August, down \$337,000 or 15%. Through September 19th handle was \$966,000 down \$376,000 or 28%. Year to date, handle is almost \$13 million, up almost \$1.6 million or 13%.

Mr. Schiano reported that the group buying McKinley, led by Wendy's, continues to do their due diligence and we hope to close before the end of 2021.

Upon motion by Director Parmer-Garner seconded by Director Bianchi, the Branch Operations Committee adjourned at 9:40 a.m.

11. New Business:

Chairman Bianchi informed the members of the Global Symposium on Racing Conference dates are December 6-8, 2021.

Mr. Wojtaszek requested out of state travel to Atlantic City for the East Coast Gaming Conference on October 24 and 25, 2021, for Mr. Schiano, Mr. White, Mr. Kiedrowski, Mr. Hasenauer and himself.

A motion by Director Morgan and seconded by Director May a voice vote was taken and passed unanimously.

The Committees and Board meetings are scheduled for October 27 and October 28, 2021 respectively.

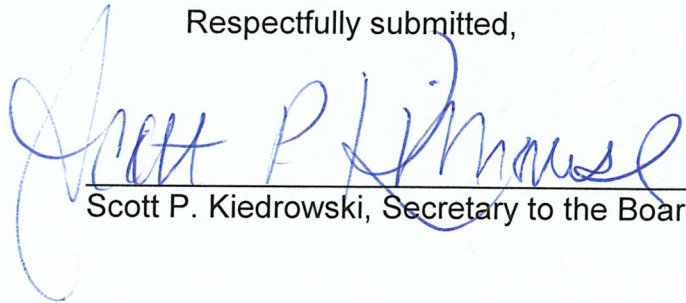
An Employee appreciation dinner will be held on October 11, 2021 in the Clubhouse from 4-7 p.m.

Chairman Bianchi thanked members and staff for the very successful BCCR fundraiser evening at Batavia Downs.

12. **Adjournment:**

A motion made by Director Haberer to adjourn seconded by Director Winter the meeting was adjourned at 10:27 a.m.

Respectfully submitted,



Scott P. Kiedrowski, Secretary to the Board

/pma

RESOLUTION - #53-2021

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to operate Batavia Downs Gaming in an efficient manner; and

WHEREAS, the use of money counting machines is indispensable to Western's gaming operation; and

WHEREAS, Western currently owns a number of money-counting machines and associated equipment; and

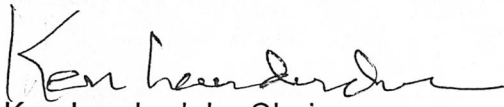
WHEREAS, it is essential to Western's gaming operation that the money counting machines operate reliably 24 hours a day and that they are maintained and serviced on a regular basis throughout the year; and

WHEREAS, Cummins-Allison Corporation ("Cummins"), a sole source provider, has offered a maintenance and service agreement to Western for the money counting machines and associated equipment for a period of one (1) year ending on September 30, 2022 for the annual amount not to exceed \$29,524.86; and therefore

BE IT RESOLVED, that the Board of Directors of Western hereby approves the maintenance and service agreement with Cummins for a one (1) year term ending of September 30, 2022 in an amount not to exceed \$29,524.86; and

BE IT FURTHER RESOLVED, that an officer of the Corporation is hereby authorized to execute an agreement that reflects the Board's actions.

Respectfully submitted,


Ken Lauderdale, Chairman
Finance Committee

Dated: September 23, 2021
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

The question of the adoption of the foregoing Resolution # 53-2021 was duly put to a vote on roll call, which resulted as follows:

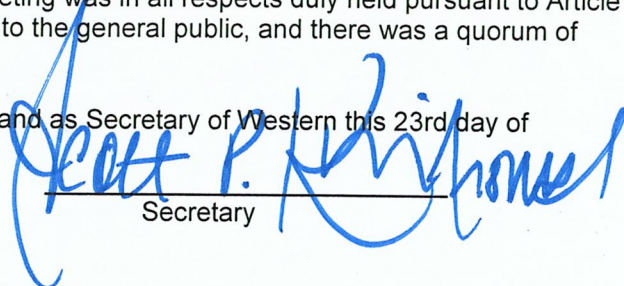
Motion by Director Lauderdale, seconded by Director Winter

AYE	NAY	ABSTAIN	ABSENT	VACANT	COUNTY	DIRECTOR
X					Buffalo	Parmer-Garner
X					Cattaraugs	Haberer
X					Cayuga	Lattimore
X					Chautauqua	Hendrickson
			X		Erie	Warthling
X					Genesee	Siebert
X					Livingston	Wamp
X					Monroe	Bianchi
X					Niagara	Winter
X					Orleans	Morgan
X					Oswego	Bombardo
X					Rochester	Bassett
			X		Schuyler	Barnes
X					Seneca	Ricci
				X	Steuben	Vacant
X					Wayne	Lauderdale
X					Wyoming	May

AYES 14 NAYS 0 ABSTAIN 0 ABSENT 2 VACANT 1

I, the undersigned Secretary of the Western Regional Off-Track Betting Corporation ("Western") does hereby certify that the above resolution was duly adopted by the Board of Western, that all Board members had due notice of said meeting, the the meeting was in all respects duly held pursuant to Article 7 of Public Officers Law, that said meeting was open to the general public, and there was a quorum of Board members present throughout the meeting.

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of September, 2021.


 Secretary

This is not an invoice Terms: Service not rendered until receipt of Payment.

Customer Number: 29336 Date entered at Home Office: Reference #: 68424721

Machine Location: **Batavia Downs** County: **Western Regional OTB** County: **8315 Park Rd**

City: **Batavia** State: **NY** Zip: **14020**

Contact: **Cindy DeCarlo** Attention: **Accts Payable** NAICS: _____

Phone #: **585-343-3750 x 6473** Phone: _____ PO # _____

Application: Commercial Rural Billing Frequency: **A**

Support Type: **1** A, S, T, Q, 2, 3 (Additional charges for other than annual or multi-year)

For Service Please call: **800-836-0878**

Mail this Signed Contract to:
 Cummins-Allison Corp.
 6505C Basile Rowe
 E. Syracuse, NY 13057

Line #	Description of Covered Machine/Accessory/Option	Coverage Code*	Location / Site ID	Part Number	Serial Number	Volume Code	Service Branch	Sales Rep	# Annual Inspections	Base Amt. (Annual)	Zone	Zone Amount	Total Annual Amount
1				per detailed									
2				spreadsheet attached									29,524.86
3													
4				contract dates									
5				10/1/21-09/30/22									
6													
7													
8													

*Each Coverage Code relates to a specific product coverage as described in Section 4 on pages 2 and 3. If required, additional equipment is listed on page 4.

** See section 7 on Page 3.

Machine Installation Date: _____ Assigned Contract # _____

Additional Page Totals: Total Base Amounts: _____ X % _____

1st Year _____ X % _____

Contract Effective Date: _____ Line(s) Effective Date: _____ Contract Total _____ Tax Additional _____

Prorate From _____ to _____

Terms and Conditions (Additional terms and conditions listed on Page 2 and 3)
 In consideration of the charges above, payment each year in advance, Cummins Allison, subsequently referred to as C-A, agrees to perform maintenance service and furnish necessary replacement parts, subject to the following terms and conditions, on equipment listed by part number and serial number and location above. If any piece of equipment listed on the contract experiences a regular increase in volume beyond that which was contracted, C-A reserves the right to adjust the annual rate of the contract to the appropriate volume level at the time of renewal.

SECTION 1 - PERIODIC INSPECTION
 1. On user's premises to inspect, test, clean, lubricate, adjust and perform all other maintenance operations which such inspections and testing shall indicate are required in order to minimize the possibility of break downs and to maintain in proper working order each machine covered by this agreement.
 2. For the purpose of such inspection each machine listed on this contract must be made available to C-A personnel for the time period required to perform all maintenance functions.

SECTION 2 - EMERGENCY SERVICE
 This agreement includes emergency service requested by the user and found by the service representative to be necessary to keep the equipment in good operating condition.
 This agreement includes all travel expense except on emergency calls requested by users located more than 50 miles from the local C-A office ("rural" box will be marked with an "X" at top of form), in which case a charge for mileage only portal-to-portal will be made.

Subscriber acknowledges having read and understood all pages of this agreement. The terms and conditions on page 2 and 3 of this document are part of this agreement.

Purchaser's Authorized Signature _____ Date _____

Printed Name and Title of Authorized Signer: _____

Cummins Authorized Representative _____ Date _____

Please mail signed form to office listed at top of this page.

RESOLUTION #54-2021

WHEREAS, it is the responsibility of the Western Regional Off-Track Betting Corporation ("Western") to maintain the physical condition and aesthetic appearance of its branch facilities; and

WHEREAS, the Board of Directors of Western and staff see as a fundamental duty the safety and well-being of its patrons and branch employees who visit and use these branch facilities; and

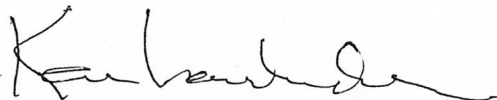
WHEREAS, a public bid opening was held on September 16, 2021 for snow plowing and salting services at the Military Road and River Road branches in Niagara County for the upcoming 2021-2022 winter season; and

WHEREAS, staff has determined that Ken Blaze Inc. / dba Bill's Automotive was the lowest responsible bidder; now

THEREFORE, BE IT RESOLVED, that the Board of Directors of Western award the contract for snow plowing and salting to Ken Blaze Inc. / dba Bill's Automotive as per the schedule attached; and

BE IT FURTHER, RESOLVED that an officer of Western is directed to facilitate the performance of the contracts by taking such actions as are required to do so.

Respectfully submitted,



Ken Lauderdale, Chairman
Finance Committee

Dated: September 23, 2021
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

The question of the adoption of the foregoing Resolution # 54-2021 was duly put to a vote on roll call, which resulted as follows:

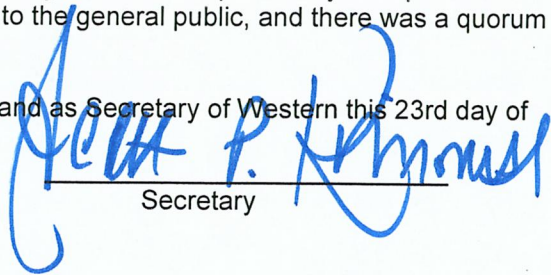
Motion by Director Lauderdale, seconded by Director Wamp

AYE	NAY	ABSTAIN	ABSENT	VACANT	COUNTY	DIRECTOR
X					Buffalo	Parmer-Garner
X					Cattaraugs	Haberer
X					Cayuga	Lattimore
X					Chautauqua	Hendrickson
			X		Erie	Warthling
X					Genesee	Siebert
X					Livingston	Wamp
X					Monroe	Bianchi
X					Niagara	Winter
X					Orleans	Morgan
X					Oswego	Bombardo
X					Rochester	Bassett
			X		Schuyler	Barnes
X					Seneca	Ricci
				X	Steuben	Vacant
X					Wayne	Lauderdale
X					Wyoming	May

AYES 14 NAYS 0 ABSTAIN 0 ABSENT 2 VACANT 1

I, the undersigned Secretary of the Western Regional Off-Track Betting Corporation ("Western") does hereby certify that the above resolution was duly adopted by the Board of Western, that all Board members had due notice of said meeting, the the meeting was in all respects duly held pursuant to Article 7 of Public Officers Law, that said meeting was open to the general public, and there was a quorum of Board members present throughout the meeting.

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of September, 2021.



 Secretary

RESOLUTION #55-2021

WHEREAS, it is the responsibility of the Western Regional Off-Track Betting Corporation ("Western") to maintain the physical condition and aesthetic appearance of its branch facilities; and

WHEREAS, the Board of Directors of Western and staff see as a fundamental duty the safety and well-being of its patrons and branch employees who visit and use these branch facilities; and

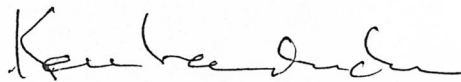
WHEREAS, a public bid opening was held on September 16, 2021 for snow plowing and salting services at each of the three branch facilities in Erie County for the upcoming 2021-2022 winter season; and

WHEREAS, staff has determined that Buffalo Landscaping & Maintenance, LLC. was the lowest responsible bidder on a branch-by-branch basis; now

THEREFORE, BE IT RESOLVED, that the Board of Directors of Western award the contract for snow plowing and salting to Buffalo Landscaping & Maintenance, LLC as per the schedule attached; and

BE IT FURTHER, RESOLVED that an officer of Western is directed to facilitate the performance of the contracts by taking such actions as are required to do so.

Respectfully submitted,



Ken Lauderdale, Chairman
Finance Committee

Dated: September 23, 2021
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

The question of the adoption of the foregoing Resolution # 55-2021 was duly put to a vote on roll call, which resulted as follows:

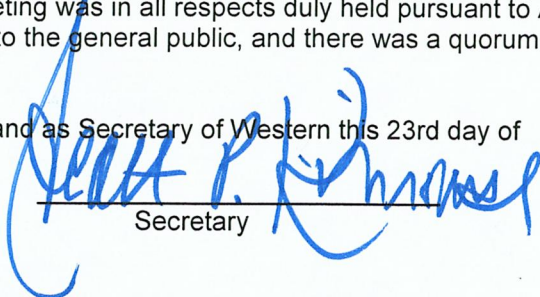
Motion by Director Lauderdale, seconded by Director Siebert

AYE	NAY	ABSTAIN	ABSENT	VACANT	COUNTY	DIRECTOR
X					Buffalo	Parmer-Garner
X					Cattaraugs	Haberer
X					Cayuga	Lattimore
X					Chautauqua	Hendrickson
			X		Erie	Warthling
X					Genesee	Siebert
X					Livingston	Wamp
X					Monroe	Bianchi
X					Niagara	Winter
X					Orleans	Morgan
X					Oswego	Bombardo
X					Rochester	Bassett
			X		Schuyler	Barnes
X					Seneca	Ricci
				X	Steuben	Vacant
X					Wayne	Lauderdale
X					Wyoming	May

AYES 14 NAYS 0 ABSTAIN 0 ABSENT 2 VACANT 1

I, the undersigned Secretary of the Western Regional Off-Track Betting Corporation ("Western") does hereby certify that the above resolution was duly adopted by the Board of Western, that all Board members had due notice of said meeting, the the meeting was in all respects duly held pursuant to Article 7 of Public Officers Law, that said meeting was open to the general public, and there was a quorum of Board members present throughout the meeting.

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of September, 2021.



 Secretary

RESOLUTION - #56-2021

WHEREAS, it is the responsibility of the Western Regional Off-Track Betting Corporation ("Western") to operate its Batavia Downs Gaming location in an efficient manner, while providing the best experience available to our patrons; and

WHEREAS, Western had previously entered into a series of agreements with Mass Park Inc. ("Mass Park") to provide valet services and coat room attendant services at its Batavia Gaming location; and

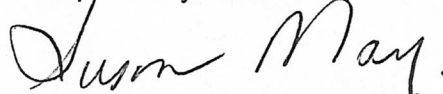
WHEREAS, Western has the option to renew the existing agreement with Mass Park for the period to expire on December 17, 2021; and

WHEREAS, staff is recommending that the Board authorize and approve the extension of the valet and coat attendant services agreement with Mass Park through December 17, 2021; and

BE IT RESOLVED, that Western's Board of Directors authorizes and approves the extension of the valet and coat attendant services agreement with Mass Park through December 17, 2021 for the additional amount of \$70,000.00; and

BE IT FURTHER RESOLVED, that an officer of Western is hereby authorized to execute an agreement that reflects the Board's actions.

Respectfully submitted,



Susan May, Chairperson
Advertising & Promotions Committee

Dated: September 23, 2021
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

The question of the adoption of the foregoing Resolution # 56-2021 was duly put to a vote on roll call, which resulted as follows:

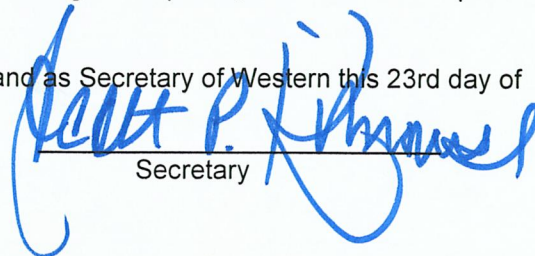
Motion by Director May, seconded by Director Morgan

AYE	NAY	ABSTAIN	ABSENT	VACANT	COUNTY	DIRECTOR
X					Buffalo	Parmer-Garner
X					Cattaraugs	Haberer
X					Cayuga	Lattimore
X					Chautauqua	Hendrickson
			X		Erie	Warthling
X					Genesee	Siebert
X					Livingston	Wamp
X					Monroe	Bianchi
X					Niagara	Winter
X					Orleans	Morgan
X					Oswego	Bombardo
X					Rochester	Bassett
			X		Schuyler	Barnes
X					Seneca	Ricci
				X	Steuben	Vacant
X					Wayne	Lauderdale
X					Wyoming	May

AYES 14 NAYS 0 ABSTAIN 0 ABSENT 2 VACANT 1

I, the undersigned Secretary of the Western Regional Off-Track Betting Corporation ("Western") does hereby certify that the above resolution was duly adopted by the Board of Western, that all Board members had due notice of said meeting, the the meeting was in all respects duly held pursuant to Article 7 of Public Officers Law, that said meeting was open to the general public, and there was a quorum of Board members present throughout the meeting.

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of September, 2021.


 Secretary

RESOLUTION #57-2021

WHEREAS, Western Regional Off-Track Betting Corporation ("Western") operates the Lucky Treasures Store located in the Batavia Downs Gaming facility: and

WHEREAS, the Staff recommends that Western purchase various Buffalo Mafia apparel from Extreme Streetwear, Inc. ("Extreme") being a single source provider of such brand to be sold at the Lucky Treasures Store for the remainder of the 2021 calendar year for the amount not to exceed \$22,500.00; and now therefore, be it

RESOLVED, that the Board of Directors of Western approve the purchase of apparel from Extreme to be sold in the Lucky Treasures Store for the amount not to exceed \$22,500.00 for the remainder of calendar year 2021; and further

BE IT RESOLVED, that an Officer of Western is authorized to execute any agreement in furtherance of the Boards approval of this resolution.

Respectfully submitted,



Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: September 23, 2021
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

The question of the adoption of the foregoing Resolution # 57-2021 was duly put to a vote on roll call, which resulted as follows:

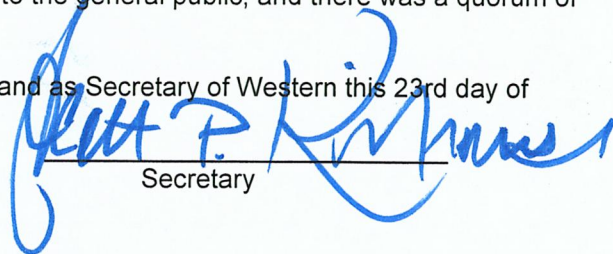
Motion by Director Hendrickson, seconded by Director Winter

AYE	NAY	ABSTAIN	ABSENT	VACANT	COUNTY	DIRECTOR
X					Buffalo	Parmer-Garner
X					Cattaraugs	Haberer
X					Cayuga	Lattimore
X					Chautauqua	Hendrickson
			X		Erie	Warthling
X					Genesee	Siebert
X					Livingston	Wamp
X					Monroe	Bianchi
X					Niagara	Winter
X					Orleans	Morgan
X					Oswego	Bombardo
X					Rochester	Bassett
			X		Schuyler	Barnes
X					Seneca	Ricci
				X	Steuben	Vacant
X					Wayne	Lauderdale
X					Wyoming	May

AYES 14 NAYS 0 ABSTAIN 0 ABSENT 2 VACANT 1

I, the undersigned Secretary of the Western Regional Off-Track Betting Corporation ("Western") does hereby certify that the above resolution was duly adopted by the Board of Western, that all Board members had due notice of said meeting, the the meeting was in all respects duly held pursuant to Article 7 of Public Officers Law, that said meeting was open to the general public, and there was a quorum of Board members present throughout the meeting.

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of September, 2021.



 Secretary

RESOLUTION #58-2021

WHEREAS, as part of its ongoing patron attraction and retention program, Western Regional Off-Track Betting Corporation ("Western") sends out specific marketing mailers to its patrons and potential patrons to promote the Batavia Downs Gaming facility; and

WHEREAS, Western previously sent out a request for proposal in respect to the marketing mailers, which responses were opened on August 30, 2021; and

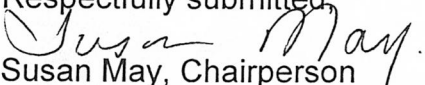
WHEREAS, the Board of Western determined that Applied Business Systems, Inc. ("Applied") was lowest responsible bidder with a bid of \$82,435.00; and

WHEREAS, the recommended bid provides Western with an option to extend the existing agreement for an additional one (1) year period at the same annual cost; and

WHEREAS, Staff recommends to the Board that Western enters into an agreement with Applied in the amount not to exceed \$82,435.00, with an option along the same terms and conditions; and, now therefore

BE IT RESOLVED, that the Board of Directors of Western hereby agrees to enter into an agreement with Applied to provide marketing mailers for a one (1) year period for an amount not to exceed \$82,435.00, together with a one (1) year option for Western; and further

RESOLVED, that the Board of Directors of Western hereby authorizes an officer of Western to enter into an agreement in furtherance of this resolution.

Respectfully submitted,

Susan May, Chairperson
Advertising & Promotions Committee

Dated: September 23, 2020
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

The question of the adoption of the foregoing Resolution # 58-2021 was duly put to a vote on roll call, which resulted as follows:

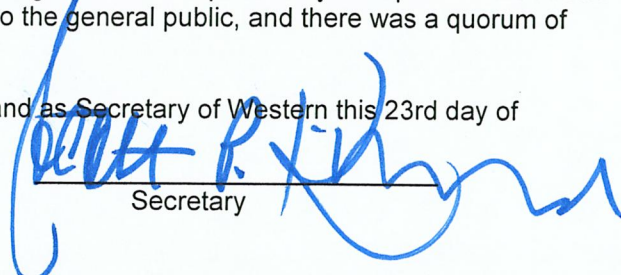
Motion by Director May, seconded by Director Ricci

AYE	NAY	ABSTAIN	ABSENT	VACANT	COUNTY	DIRECTOR
X					Buffalo	Parmer-Garner
X					Cattaraugus	Haberer
X					Cayuga	Lattimore
X					Chautauqua	Hendrickson
			X		Erie	Warthling
X					Genesee	Siebert
X					Livingston	Wamp
X					Monroe	Bianchi
X					Niagara	Winter
X					Orleans	Morgan
X					Oswego	Bombardo
X					Rochester	Bassett
			X		Schuyler	Barnes
X					Seneca	Ricci
				X	Steuben	Vacant
X					Wayne	Lauderdale
X					Wyoming	May

AYES 14 NAYS 0 ABSTAIN 0 ABSENT 2 VACANT 1

I, the undersigned Secretary of the Western Regional Off-Track Betting Corporation ("Western") does hereby certify that the above resolution was duly adopted by the Board of Western, that all Board members had due notice of said meeting, the the meeting was in all respects duly held pursuant to Article 7 of Public Officers Law, that said meeting was open to the general public, and there was a quorum of Board members present throughout the meeting.

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of September, 2021.



 Secretary

RESOLUTION #59-2021

WHEREAS, as part of its ongoing patron attraction and retention program, Western Regional Off-Track Betting Corporation ("Western") purchases various promotional items that are given away to patrons of Batavia Gaming; and

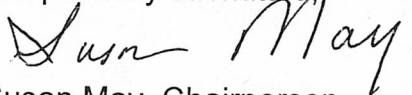
WHEREAS, Western has sent out an RFP requesting pricing for various items and Mark-It-Smart Inc. ("Smart") was the lowest responsible bidder to purchase those items set forth in the attached schedule to this resolution.

WHEREAS, Staff requests that the Board approve the above referenced purchases to be used as promotional items from Smart to be given away to various patrons of Batavia Gaming in an amount not to exceed each of the specific amounts set forth in the attached schedule, and in the total amount of \$263,090.00; and therefore

BE IT RESOLVED, that the Board of Directors of Western hereby acknowledges and approves that Western enter into a series of purchase agreements with Smart for the purchase of the various promotional items set forth in the attached schedule to be given away to various patrons of Batavia Gaming in an amount not to exceed each of the specific amounts set forth above, and in the total amount of \$263,090.00; and further

RESOLVED, that the Board of Directors of Western hereby authorizes an officer of Western to execute any such agreements in furtherance of this resolution.

Respectfully submitted,



Susan May, Chairperson
Advertising & Promotions Committee

Dated: September 23, 2021
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

The question of the adoption of the foregoing Resolution # 59-2021 was duly put to a vote on roll call, which resulted as follows:

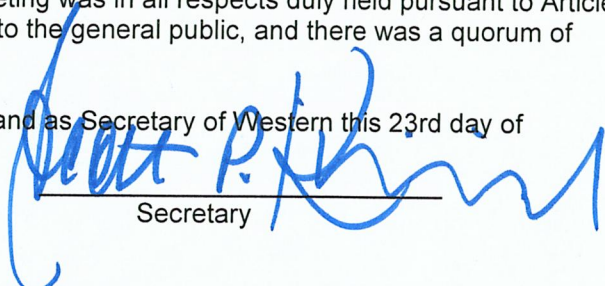
Motion by Director May, seconded by Director Ricci

AYE	NAY	ABSTAIN	ABSENT	VACANT	COUNTY	DIRECTOR
X					Buffalo	Parmer-Garner
X					Cattaraugs	Haberer
X					Cayuga	Lattimore
X					Chautauqua	Hendrickson
			X		Erie	Warthling
X					Genesee	Siebert
X					Livingston	Wamp
X					Monroe	Bianchi
X					Niagara	Winter
X					Orleans	Morgan
X					Oswego	Bombardo
X					Rochester	Bassett
			X		Schuyler	Barnes
X					Seneca	Ricci
				X	Steuben	Vacant
X					Wayne	Lauderdale
X					Wyoming	May

AYES 14 NAYS 0 ABSTAIN 0 ABSENT 2 VACANT 1

I, the undersigned Secretary of the Western Regional Off-Track Betting Corporation ("Western") does hereby certify that the above resolution was duly adopted by the Board of Western, that all Board members had due notice of said meeting, the the meeting was in all respects duly held pursuant to Article 7 of Public Officers Law, that said meeting was open to the general public, and there was a quorum of Board members present throughout the meeting.

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of September, 2021.



 Secretary