

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BOARD OF DIRECTORS MEETING

**December 2, 2021
10:00 a.m.**

AGENDA

1. Call to Order
2. Roll Call
3. Pledge of Allegiance
4. Approval of Previous Minutes
5. Communications
6. Finance Committee Report
7. Personnel Committee Report
8. Legislative Committee Report
9. Insurance Committee Report
10. Advertising and Promotions Committee Report
11. Audit Committee Report
12. Batavia Downs Operations Committee Report
13. Branch Operations Committee Report
14. New Business
15. Adjournment

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

Finance Committee Meeting
December 1, 2021
Batavia, New York

Ken Lauderdale, Chairman
Paul Lattimore, Vice Chairman
Richard Bianchi, Ex-Officio

Thomas Wamp, Member
Mark Bombardo, Member
Michael Horton, Member
Edward Morgan, Member/Ex-Officio
Elliott Winter, Member

AGENDA

1. J & M Consultants (IT Backup Server)
 - Resolution #93-2021

- M. Glor
2. Final 2022 Operating Plan

- J. Leach
3. Chief Financial Officer Report, BDG Financials
 - October 2021

- J. Leach
4. NYGA Weekly Numbers
(will be provided Wednesday, December 1st)

- J. Leach
- H. Wojtaszek

RESOLUTION #93-2021

WHEREAS, Western Regional Off-Track Betting Corporation ("Western, has previously entered into an agreement under a Federal GSA Contract with JM Consulting Service, LLC ("JM Consulting") to provide a backup support for Western's critical data through the Unitrends appliance; and

WHEREAS, Western requires services for hardware, programing and IT backup support;

WHEREAS, staff recommends that Western enter into an agreement with JM Consulting to perform such services; and, now therefore be it

RESOLVED, that the Board of Directors of Western hereby approves a three (3) year agreement between Western and JM Consulting for the Unitrends appliance under Federal GSA Contract #47QTCA19D008G, in the amount not to exceed \$60,000.00 to provide Western with hardware, programing and IT backup support beginning January 1, 2022.

RESOLVED, that an Officer of Western is authorized to execute an agreement in furtherance of the Board's resolution.

Respectfully submitted,

Ken Lauderdale, Chairman
Finance Committee

Dated: December 2, 2021
Batavia, New York



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WESTERN REGIONAL OFF-TRACK
 BETTING CORPORATION

December 1, 2021

TO: Richard Bianchi, Chairman of the Board
 Members, Board of Directors

FROM: Henry Wojtaszek, ^{HRJ} President, CEO & General Counsel

SUBJECT: 2022 Operating Plan

Enclosed is Western Regional Off-Track Betting Corporation's Operating Plan for the calendar year 2022. This Plan includes a consolidated pro-forma income statement showing projected revenues and expenses for the upcoming year, accompanied by the following schedules:

- BDG consolidated income statement consisting of VGM, Hotel, ITW, and live racing operations and related departmental schedules
- Corporate General/Administrative Expense Summary
- Branch Expense Summary

The Plan is presented as a fluid working document. Its purpose is to facilitate discussion amongst WROTBC management and the Board of Directors.

The Plan as presented will generate, after corporate general/administrative expense allocation and before non-cash year-end adjustments,* \$288,942 in branch earnings. \$886,144 in branch surcharge revenue and \$4,480,240 in earnings from all operations of Batavia Downs for total revenues of approximately \$5,665,000 available to municipalities on an annualized basis

* GASB 75 - Post Employment Benefits
 * GASB.68 - NYS Retirement

OTB BRANCH OPERATIONS- PLAN ASSUMPTIONS

HANDLE

The \$65,330,000 handle estimated for 2022 represents an increase of \$6,280,000 from the 2021 planned branch handle of \$59,050,000. The increase in projected 2022 handle from 2021 estimated handle reflects the success of management's strategy of closing unprofitable locations while retaining handle through EZ-Bet and account wagering options. One new projected EZ-Bet location in Wayne County has been included in the Plan. As is standard with previous Operating Plans, the 2022 projection does not take into consideration dramatic weather conditions that may adversely affect handle.

GROSS REVENUES

Commissions earned on handle are projected to be \$13,869,559 which represents 21.23% of handle. Other revenues total \$2,899,883.

STATUTORY PAYMENTS

Statutory payments reflect current NYS Racing Pari-Mutuel Wagering legislative laws. Projected statutory payments for 2022 total \$7,817,123. Net revenue available before operating expenses is \$8,952,319.

OPERATING EXPENSES

Expenses projected for 2022 total \$7,138,034. This is a decrease of \$203,638 from 2021 Plan expense of \$7,341,672. This decrease is a result of contract negotiations with Roberts Communication Network to control the Corporation's simulcast uplink/satellite costs. The Corporation is also realizing savings related to salaries and employee benefits by consolidating branch locations.

COMMENTS

- There are 11 branches, 27 EZ-Bets and 2 ADW Sites (BBets & DAB) included as operational in the 2022 Plan.
- Within the 27 EZ-Bets, 1 is a new location (Wayne County)
- All contractual expenses reflect current year agreements (United Tote, simulcast, UPSEU, Konica Minolta, etc.).
- Health Benefit Plans represent a slight increase for Blue Cross/Blue Shield plans.
- Workers compensation reflects current trends for 2021 from the Corporation's change to the self-insured program.
- Utility costs represent 2021 trends.

- Contract cleaning costs reflect projected 2022 costs.
- Rent expense represents 12 months at Empire Boulevard.

NET SURCHARGE/OPERATING REVENUE FROM BRANCH OPERATIONS

Total net earnings from branch operations on an annualized basis before post-employment benefits for 2022 is estimated at \$1,185,086 of which \$886,144 is surcharge revenue and \$298,942 is from operational earnings.

BATAVIA DOWNS GAMING- PLAN ASSUMPTIONS

Live Racing

1. The 2022 Plan assumes 56 live racing dates with an associated total handle of \$952,000 which is an increase in handle from the 2021 Plan of \$152,000. The increase is reflective of 3 more race dates.

ITW

1. The ITW will operate 7 days per week prior to the start of the live racing meet. Once the live racing meet starts, ITW will be closed on NYRA dark days, when Batavia Downs does not have a live race event.
2. The 2022 Plan assumes \$2,000,000 in ITW handle, which is an increase in handle from the 2021 Plan handle of \$350,000.

Gaming

1. The 2022 Plan assumes an annualized VGM win per terminal per day of \$202.60 based on a total of 879 games with a net win of \$65,000,000.

Marketing

1. The 2022 Plan reflects the assumption that total BDG/VGM marketing expenditures will not exceed the 10% marketing allowance earned (\$6,500,000).

STATUTORY PAYMENTS

Statutory payments reflect current NYS Gaming and Racing Pari-Mutuel Wagering legislative laws in effect. Projected statutory payments for 2022 total \$32,235,528. (Includes VGM payments to the NYS Gaming Commission of \$31,850,000).

OPERATING EXPENSES

Expenses projected for 2022 total \$25,307,526. This is an increase of \$3,292,037 from 2021 Plan expense of \$22,015,489, due mainly to including a full year of hotel expenses and 2021 Plan being based on reduced occupancy in the first quarter.

NET OPERATING REVENUE FROM BATAVIA DOWNS OPERATIONS

Total net revenues from Batavia Downs operations on an annualized basis before post-employment benefits for 2022 is estimated at \$4,480,240.

CORPORATE GENERAL & ADMINISTRATIVE EXPENSE- PLAN ASSUMPTIONS

Expenses projected for 2022 total \$6,083,586, which is a decrease of \$520,920 from 2022 Plan expense of \$6,604,506. The decrease is due to a reduction in salaries/benefits levels due to an early retirement incentive that has allowed for a reduction in General & Administrative staff.

COMMENTS

- The Public Relations Department advertising plan for 2022 is \$221,000, reflecting the need for advertising and promotions to advertise EZ Bets, Batavia Bets, and the Triple Crown/ Breeders Cup events.
- Health Benefit Plans represent a slight increase for Blue Cross/Blue Shield, and a decrease for both out of area Medicare and in area Medicare costs.
- Legal and Lobbyist fees represent current trends.
- Allocation of the corporate general/administrative expense is as follows:

Branch Operations	41%	\$2,494,270
BDG Operations	59%	\$3,589,316
Total General/Administrative Expense		<u>\$6,083,586</u>

NET REVENUE AVAILABLE FOR DISTRIBUTION BEFORE POST-EMPLOYMENT BENEFITS

Net revenue available for distribution to participating municipalities on an annualized basis, after corporate general and administrative expense allocation and before non-cash year-end adjustments, for 2022 is estimated at \$5,665,326. This includes surcharge and earnings from branch operations of \$886,144 and \$298,942 respectively, and earnings of \$4,480,240 from Batavia Downs Gaming and Hotel Operations.

Non-Cash Year-End Adjustments

Non-cash year-end adjustments represent liabilities related to post employment health benefits and pension benefits.

GASB 75 - \$1,875,000 – This represents an estimated non-cash, year-end entry to adjust the liability accrued for post-employment benefits to the total actuarially calculated, unfunded liability in accordance with GASB 75.

GASB 68 - \$360,000 – represents an estimated non-cash, year-end entry to adjust the net pension liability to the amount that the corporation would have to pay over time in the future for service already rendered by current and former employees, discounted to its present value.

Western Regional Off-Track Betting Corporation 2022 Pro Forma Income Statement

	Branch Operations	Batavia Downs Gaming Facility	Eliminations	Total
Net Handle	\$ 66,338,000	\$ 2,852,000		\$ 69,190,000
Credits Played		678,378,381		678,378,381
Less: Amounts returned to bettors	(61,460,441)	(2,461,800)		(63,922,241)
Credits Won		(813,378,381)		(813,378,381)
Revenue from Operations	73,869,889	65,490,400		79,359,989
Less: Marketing and Capital Funds		(9,100,000)		(9,100,000)
Racing and Gaming Revenue from Operations	\$ 13,889,889	\$ 98,390,400		\$ 70,259,989
Other Revenue				
Lottery Income				
WROTB Revenue	111,530	82,800		174,330
Export Commissions - Live racing		360,000	(360,000)	
Fan Dual Revenue		146,600		146,600
Vending/Concession/Advertising/Programs/ATM				
Concert Series Revenue	233,684	806,280		1,039,964
Conference Room Revenue		666,000		666,000
Hotel Room Revenue		7,000		7,000
Surcharge		1,833,284		1,833,284
Revenue Derived from Surcharge	1,132,038			1,132,038
1% Surcharge- Capital Fund	640,261			640,261
Capital Award Revenue- Interest	268,771			268,771
4% Capital Award revenue		892,625		892,625
Lucky Treasures Gift Shop		2,054,947		2,054,947
Batavia Downs Food Service		16,660		16,660
Brewage	215,589	2,860,719		2,860,719
Unosasco Tickets	300,000	12,200		227,788
		25,000		325,000
TOTAL GROSS OPERATING REVENUE	\$ 16,768,442	\$ 88,222,389	\$ (360,000)	\$ 82,631,827
STATUTORY PAYMENTS:				
Track Compensation	(4,840,502)	(3,505)	360,000	(4,814,107)
Breeding and Development Funds	(478,909)	(63,835)		(542,744)
Regulatory Fee	(381,880)	(21,300)		(403,180)
NYS Pari-Mutuel Tax	(695,305)	(37,020)		(732,325)
Breakage	(6,633)	(5,880)		(12,513)
NYS Division of Lottery		(31,850,000)		(31,850,000)
Equine Testing		(89,866)		(89,866)
Surcharge to Counties with Racetracks	(245,884)			(245,884)
Payments to Local Governments		(108,922)		(108,922)
Uncashed Tickets	(300,000)	(25,000)		(325,000)
TOTAL STATUTORY PAYMENTS	(7,817,123)	(32,238,828)	360,000	(38,692,551)
REVENUE AVAILABLE BEFORE EXPENSES	\$ 8,951,319	\$ 33,886,857		\$ 42,938,176
OPERATING EXPENSES	(7,138,034)	(26,307,826)		(32,445,860)
OPERATING REVENUE	\$ 1,813,285	\$ 8,579,031		\$ 10,492,316
OTHER REVENUE AND EXPENSE:				
ADW Revenue	1,860,000	369,000		2,200,000
Interest Income	2,400			2,400
Miscellaneous Income	45,000	36,000		81,000
O.T.B. Advertising Income	4,600			4,600
Interest Expense	(17,165)	(892,626)		(1,009,840)
Rental Expense	(5,840)			(5,840)
Miscellaneous Expense	(4,624)			(4,624)
Minus pool expense	(8,600)	(3,250)		(11,750)
TOTAL OTHER REVENUE/EXPENSE	1,865,071	(609,775)		1,255,296
SURCHARGE/REVENUES FROM OPERATIONS	\$ 3,078,368	\$ 8,089,638		\$ 11,748,914
LESS: GENERAL AND ADMINISTRATIVE COSTS	(2,484,270)	(3,389,318)		(6,083,588)
NET REVENUE (LOSS) AVAILABLE	\$ 1,385,098	\$ 4,480,260		\$ 5,865,326
COMPOSITION OF NET REVENUE:				
Surcharge revenue available for distribution	\$ 1,132,038	\$ -		\$ 1,132,038
Less: Surcharge to counties with racetracks	(245,884)			(245,884)
Retained surcharge revenue	886,144			886,144
Net Gain (Loss) from operations	298,942	4,480,260		4,779,192
NET REVENUE AVAILABLE TO MUNICIPALITIES BEFORE POST-EMPLOYMENT BENEFITS	\$ 1,185,086	\$ 4,480,260		\$ 5,665,326
POST-EMPLOYMENT BENEFITS				
NYS RETIREMENT GASB 68	(768,760)	(1,108,260)		(1,877,020)
	(147,600)	(212,400)		(360,000)
NET REVENUE AVAILABLE TO MUNICIPALITIES AFTER POST-EMPLOYMENT BENEFITS	\$ 258,736	\$ 3,161,590		\$ 3,430,326

* 4% Capital Award revenue is off-set by Capital Award Depreciation expense
 ** Non-cash expenses posted at year end

G&A Allocation 11% for Branch and 58% for Batavia Downs

**WESTERN REGIONAL O.T.B.
2022 OPERATING PLAN**

BATAVIA DOWNS GAMING - SUMMARY

REVENUE		2020	2021	2022
		ACTUAL	PLAN	PLAN
	VGM CREDITS PLAYED BY PATRONS	744,584,500	766,756,760	878,378,381
	VGM CREDITS WON BY PATRONS	689,494,600	710,026,780	813,378,381
	NET WIN	55,100,000	56,740,000	65,000,000
	NYS GAMING ALLOCATION PAYMENT VGM VENDOR FEE	9,846,143	20,993,800	24,050,000
61100	HANDLE			
62100	RETURNS TO BETTORS	605,976	3,150,000	2,952,000
	COMMISSIONS EARNED	(477,709)	(2,495,794)	(2,461,600)
		128,268	654,206	490,400
	TOTAL REVENUE	14,554,507	29,473,575	34,347,385
	LESS STATUTORY EXPENSES	217,183	358,158	360,528
	NET REVENUE	14,337,325	29,115,417	33,986,857
	EXPENSE			
70101	MANAGER/SUPERVISOR SALARIES			
70109	TICKET MACHINE OPER SALARIES	46,472	106,014	106,014
70201	SALARIES	29,368	27,843	27,843
70202	WAGES	(624)		
70301	SALARIES	1,349,950	1,970,380	1,817,231
70302	WAGES-PART TIME	2,233,242	3,295,439	3,980,049
70303	SALARIES-SURVEILLANCE-FULL TIME	1,628,332	1,826,632	2,409,745
70304	WAGES-PART TIME/SURVEILLANCE	247,075	247,468	262,834
70400	GENERAL MANAGER-LIVE RACING	128,486	131,556	133,640
70401	MUTUELS DEPARTMENT	45,577	47,320	49,000
70402	RACE SECRETARY & OTHER EMPLOYEES	662	18,137	21,168
70403	LIVE RACING - MAINTENANCE	52,394	110,334	86,174
70405	TRACK SUPERINTENDENT	10,779	30,000	15,000
70406	ADVERTISING & PROMOTION	30,867	38,000	40,000
70407	PROGRAMS DEPARTMENT	-	-	-
70409	SECURITY DEPARTMENT	-	-	1,268
70410	SIMULCAST TECHNICIAN	69,309	86,000	84,000
70511	OVERTIME	2,866	4,000	4,000
70512	PREMIUM WAGES-SUNDAY	54,572	106,787	132,200
70513	PREMIUM WAGES - SUNDAY (UNION)	5,958	20,815	18,315
70517	COVID PAY	-	3,000	4,000
70518	WROTB WAGE/BENEFITS TO HOTEL	27,800	-	-
71356	RECL WAGES TO CAPITAL PROJ -BD	-	-	60,000
71357	Reclass G&A wages to Project	(106,463)	(102,000)	(103,000)
71400	SOCIAL SECURITY EXPENSE	-	-	-
71450	DBL - FICA	458,752	686,796	744,459
71500	HEALTH BENEFIT PLANS	-	-	-
71600	WORKERS COMPENSATION INSURANCE	902,137	1,082,248	1,148,451
71650	RETIREMENT EXPENSE	(8,131)	315,999	228,475
71652	401K MATCH	770,522	741,635	954,000
71700	DISABILITY INSURANCE	-	240	3,730
71750	UNEMPLOYMENT INSURANCE	28,142	32,890	28,487
71760	GROUP LIFE INSURANCE	197,568	58,150	72,700
71800	VACATION ACCRUAL	-	-	270
72100	OFFICE SUPPLIES	41,404	-	40,000
72400	TELEPHONE DATA LINES	15,439	44,871	40,613
72500	TELEPHONE	4,389	11,000	12,673
72600	UTILITIES	26,885	39,225	50,054
73000	CASH OVER/SHORT	545,428	676,769	671,687
73400	SMALL EQUIPMENT	761	767	700
73401	RENT - EQUIPMENT	17,462	35,372	42,811
73500	MISCELLANEOUS	130,879	325,124	325,750
73920	EXCHANGE RATE	16,124	141,853	24,500
73600	MAINTENANCE BUILDING	-	-	-
73700	TRAVEL AND REIMBURSEMENTS	82,968	122,865	171,926
73850	SIMULCAST LICENSE FEE	105	20,997	7,150
73900	PETTY CASH	500	500	500
73910	SIMULCAST SATELLITE	225	2,195	150
73915	SIMUL SATELLITE UPLINK - OTHER	3,431	6,000	6,000
73943	BREEDERS EXPENSE	2,933	10,500	10,500
74400	REAL ESTATE TAXES/ASSESSMENTS	332,640	709,250	812,500
74800	COMPUTER TOTE CHARGES	10,931	49,446	93,180
75100	RACING INFORMATION CHARGE	10,419	39,000	39,250
75500	SECURITY/ALARM SERVICES	7,071	21,000	21,000
75600	INSURANCE	96,981	110,200	110,200
75800	TOTALISATOR CHARGES	453,468	542,896	599,585
76100	UNCANCELLABLE TICKETS	848	4,350	4,350
			700	700

**WESTERN REGIONAL O.T.B.
2022 OPERATING PLAN**

BATAVIA DOWNS GAMING - SUMMARY

	REVENUE	2020 ACTUAL	2021 PLAN	2022 PLAN
76200	FORCED PAYOUTS	-	-	-
83250	BRINKS ARMORED CARRIER SERVICE	-	400	550
83800	COMPUTER SOFTWARE	5,859	10,000	13,000
84300	MAINTENANCE-AUTO/TRUCKS	57,871	115,135	140,489
84350	FUEL/OIL - AUTO/TRUCKS	12,492	22,000	22,000
84400	MAINTENANCE-BUILDING	20,085	36,056	40,350
84461	ESCALATOR/ELEVATOR MAINTENANCE	-	-	-
84462	TRASH DISPOSAL	11,385	19,720	25,120
84455	CLEANING SUPPLIES/SERVICES	15,119	49,145	22,000
84500	MAINTENANCE-EQUIPMENT	78,948	158,493	97,521
84600	UNIFORM EXPENSE	92,317	122,854	126,800
84650	NAPKINS & LINENS	6,622	28,187	18,753
84675	GUEST SUPPLIES	12,389	38,306	32,556
84680	BREAKFAST FOOD COST	-	22,993	44,417
85000	POSTAGE	-	-	72,000
85100	BANK FEES AND CHARGES	2,763	7,481	726
85150	CREDIT CARD FEES	54,261	167,770	162,890
85200	COPY EXPENSE	32,080	85,745	104,298
85400	LIBRARY / SUBSCRIPTIONS	7,653	7,800	6,500
85500	DUES AND FEES	-	-	-
85701	GROOMS QUARTERS LODGING	6,905	16,578	11,500
85710	AUTOTOTE SIMULCAST SERVICES	11,653	23,564	19,575
85711	PHOTO PATROL AND VIDEO	43,700	60,950	62,428
85712	PHOTO FINISH AND TIMING	84,408	108,100	120,000
85713	NY LOTTERY LICENSE FEES	8,337	10,600	12,000
85714	RACING DUES	2,083	4,500	1,300
85716	BLACKSMITH FEES	29,634	46,500	47,500
85717	VETERINARIAN FEES	2,604	3,500	3,472
85718	RACING OFFICIAL SALARY REIMB.	14,700	20,000	26,000
85719	HORSE EQUIPMENT & SUPPLIES	39,519	45,100	47,639
85720	RACING OVAL MAINTENANCE	165	2,500	5,500
85721	BARN/BACKSTRETCH MAINTENANCE	6,518	40,000	62,500
85722	BARN MANURE REMOVAL	27,438	30,000	20,000
85723	AMBULANCE/EMT/FIRST AID	7,700	7,500	8,000
85724	CONTRACTUAL COMMISSIONS-TRACKS	29,981	40,545	40,320
85726	PURSE EXPENSE	21,728	135,000	135,000
85727	WNYMHA EXPENSE	2,514,767	4,824,377	5,520,045
85728	WNYMHA PENSION/DBL/FIRE EXPENS	288,354	599,900	680,660
85729	NON-REIMBURSED ENTRY FEE	55,064	60,000	65,000
85730	EQUINE EXPENSE	-	-	-
85740	NY LOTTERY LICENSE FEES	20,624	43,973	50,375
85800	ADVERTISING - RADIO	4,985	15,900	11,780
85810	ADVERTISING - TELEVISION	53,351	275,000	175,000
85820	ADVERTISING - PRINT	78,972	331,000	481,000
85825	ADVERTISING - NEWSPAPER	76,511	152,000	161,313
85830	ADVERTISING - PRODUCTION	3,000	-	-
85835	ADVERTISING - OUTDOOR	1,062	30,000	-
85840	ADVERTISING - OTHER	9,585	100,000	40,000
85843	PROGRAM COSTS	35,184	89,350	145,500
85850	PROMOTIONAL EXPENSE	190	3,500	5,000
85858	TRAVEL AGENCY COMMISSION	461,919	760,960	961,415
85859	ROOM COMPS	-	26,167	42,410
85862	FOOD COUPONS	-	-	24,400
85863	FREE PLAY COUPONS	445,384	1,029,492	1,044,861
85864	PROMOTIONAL-MERCHANDISE	135,429	300,000	300,800
85865	PLAYERS CLUB SUPPLIES	202,031	250,000	610,000
85867	PROMOTIONAL-DIRECT MAIL PRINTING	47,206	75,000	75,000
85868	DIRECT MAIL POSTAGE	47,331	150,000	150,000
85869	PROMO LIVE ENTERTAINMENT	74,676	140,000	200,000
85870	MARKETING ALLOWANCE	16,067	329,200	407,500
85871	OVER/UNDER MARKETING EXPENDITURES	(2,661,120)	(5,674,000)	(6,497,327)
85875	RACETRACK PROMOTIONS	-	-	-
85880	IN-HOME SIMULCAST EXPENSE	-	-	-
85950	CONTRACTUAL SERVICES-RACING	-	-	-
86850	DEP-Land Improvements	2,993	3,050	3,402
86851	DEP-Land Improvements CAF	16,084	15,201	14,118
86852	DEPR - LAND IMPROVEMENTS BDGCR	-	-	-
86853	DEPR EXP-LAND IMPROVEMENTCAF 2	39,588	38,397	38,397
86854	DEPR EXP-LAND IMPR WC	114,333	103,169	80,320
86855	DEPR EXP-LAND IMPROVEMENTCAF TRACK RES	-	-	-
86900	DEPRECIATION-BUILDING	5,827	5,828	3,885
86901	DEPRECIATION-BUILDING CAF	521,089	494,066	517,819
86902	DEPR-BUILDING BDGCR	52,475	49,707	52,560
86903	DEPR-Building CAF2	1,170,914	1,170,526	1,475,460
		114,943	108,903	112,973

WESTERN REGIONAL O.T.B.
2022 OPERATING PLAN

BATAVIA DOWNS GAMING - SUMMARY

REVENUE.		2020 ACTUAL	2021 PLAN	2022 PLAN
86904	DEPR EXP BUILDING WS	3,000	3,000	3,000
87100	DEPR-OFFICE EQUIPMENT	45,226	46,031	75,541
87101	DEP-Equipment CAF	-	-	4,476
87102	DEPR - FURN/EQUIPMENT BDGCR	97,138	95,612	429,272
87103	DEPREC EXP EQUIPMENT CAF 2	83,719	69,856	62,711
87104	DEPR - EQUIPMENT LIVE	615	-	1,325
87200	DEPRECIATION- RESTAURANT EQUIP	4,140	3,662	3,677
87201	DEPRECIATION-RESTAURANT EQUIP-CAF	-	-	1,150
87202	DEPR - REST EQUIP BDGCR	63,458	63,459	63,459
87203	DEPREC EXP RESTAURANT EQUIP-CAF 2	15,218	14,402	14,040
87300	DEPR-DP EQUIPMENT AND SOFTWARE	28,322	3,337	6,853
87301	DEP-Equipment - Software CAF	-	-	1,288
87302	DEPR - DATA PROC EQ BDGCR	10,595	1,270	165
87303	DEPR EXP - SOFTWARE CAF 2	1,840	307	-
87500	DEPRECIATION-AUTO EQUIPMENT	32,144	37,616	28,772
87550	DEPR-TELEPHONE SYSTEM	28,144	5,578	-
87551	DEP-Tele Caf	-	-	-
87552	DEPR - TELEPHONE CAP REWARDS	-	-	-
87800	DEPR-SIMULCAST & MONITOR EQUIP	27,595	17,955	1,544
87801	DEP Simulcast CAF	-	-	-
87802	DEPR - SIMULCAST EQ BDGCR	1,790	1,791	1,198
87803	DEPREC EXP-SIMULCAST CAF 2	-	-	-
87950	DEBT AMORTIZATION FEES-DIV 30	20,822	20,812	-
87951	DEPR EXP AMORT-DEBT FEE BANK CASTLE	1,798	-	-
87953	DEBT-2021	-	-	46,895
87975	DEFERRED REV CAP MISC	(9,442)	(9,828)	(8,020)
88000	PROFESSIONAL SERV - AUDIT	21,314	27,384	21,840
88050	PROFESSIONAL SERV - LEGAL	-	-	2,250
88100	PROFESSIONAL SERV - LOBBYIST	-	-	-
88150	PROFESSIONAL SERV - CONSULTANT	19,000	60,000	60,000
88200	PROFESSIONAL SERV - OTHER	20,720	376,000	366,510
	TOTAL EXPENSE	15,208,066	22,015,489	25,307,526
	TOTAL OPERATING REVENUE	(870,741)	7,099,928	8,679,331

**WESTERN REGIONAL O.T.B.
2022 OPERATING PLAN**

SUMMARY OF GENERAL & ADMINISTRATIVE EXPENSES

		2020 ACTUAL	2021 PLAN	2022 PLAN
70201	SALARIES			
70202	WAGES	2,534,369	2,627,006	2,474,810
70511	OVERTIME/REGULAR	220,735	302,236	258,074
70513	PREMIUM WAGES - (SUNDAY (UNION)	1,702	7,400	9,102
71157	RECLASS G & A WAGES/BENEFITS TO PROJECTS	8,361	17,976	9,822
71358	RECLASS COURIER WAGES/BENEFITS	(82,645)	-	(100,080)
71359	RECLASS MAINTENANCE/BENEFIT WAGES BACK TO 73500	(83,696)	(87,700)	(109,724)
71400	SOCIAL SECURITY EXPENSE	(262,902)	(309,000)	(197,960)
71450	DBL FICA EXPENSE	195,118	221,684	203,383
71500	HEALTH/BENEFIT PLANS	1,652	3,000	3,000
71501	HEALTH/BENEFIT PLANS - PERSONAL CARE CARD	1,295,444	1,349,694	1,403,376
71600	WORKER'S COMPENSATION INSURANCE	98,807	125,000	125,000
71650	RETIREMENT EXPENSE	4,430	87,000	76,000
71700	DISABILITY INSURANCE	440,564	613,121	320,000
71750	UNEMPLOYMENT INSURANCE	7,236	5,345	5,334
71800	VACATION ACCRUAL	64,242	11,000	-
72100	OFFICE SUPPLIES	28,200	9,000	9,000
72500	TELEPHONE	34,816	48,025	36,725
72600	UTILITIES	25,723	21,522	26,577
73400	SMALL EQUIPMENT	9,593	3,950	3,840
73401	RENT EQUIPMENT	4,149	4,200	7,000
73600	MISCELLANEOUS	2,953	3,150	3,100
73650	MAINTENANCE/REPAIRS & SUPPLIES BUILDING	11,806	17,951	13,950
73700	TRAVEL & REIMBURSEMENT	4,430	8,700	9,700
73800	SIMULCAST EQUIPMENT MAINTENANCE	28,361	76,950	76,985
73850	SIMULCAST LICENSE FEE	7,677	10,500	10,500
73900	PETTY CASH	500	2,000	500
75500	SECURITY/ALARM SERVICES	219	450	400
75600	INSURANCE	381	385	385
83800	COMPUTER SOFTWARE	185,188	198,000	225,145
84300	MAINTENANCE/REPAIRS - AUTO/TRUCKS	61,384	63,650	98,090
84350	FUEL/OIL - AUTO/TRUCK	9,658	15,000	11,100
84500	MAINTENANCE - OFFICE EQUIPMENT	19,342	30,600	37,100
85000	POSTAGE/FREIGHT	6,528	7,826	8,590
85100	BANK FEES & CHARGES	11,190	12,000	13,000
85200	COPIER/MICROFILM EXPENSE	77,178	115,000	105,000
85400	LIBRARY/SUBSCRIPTIONS	13,442	17,000	15,000
85500	DUES & FEES	245	1,000	-
85800	ADVERTISING - RADIO	11,370	29,175	14,500
85810	ADVERTISING - TV	12,773	90,000	55,000
85820	ADVERTISING - PRINT	10,912	40,000	26,000
85825	ADVERTISING - LEGAL	6,782	50,000	37,000
85830	ADVERTISING - PRODUCTION	5,602	8,000	7,000
85840	ADVERTISING - OTHER	1,500	3,000	3,000
85850	PROMOTIONAL EXPENSE	2,000	15,000	15,000
86853	DEPRECIATION - LAND IMPROVEMENTS - CAF 2	45,004	100,000	85,000
86900	DEPRECIATION - BUILDINGS	283	-	-
86901	DEPRECIATION - BUILDINGS - CAF	1,324	789	382
86903	DEPRECIATION - BUILDINGS - CAF 2	32,369	32,247	31,246
87100	DEPRECIATION - OFFICE EQUIPMENT/FURNITURE	956	-	-
87101	DEPRECIATION - OFFICE EQUIPMENT/FURNITURE - CAF	3,634	3,634	13,319
87103	DEPRECIATION - OFFICE EQUIPMENT/FURNITURE - CAF 2	-	-	2,635
87300	DEPRECIATION - DATA PROCESSING EQUIPMENT	3,629	3,593	3,293
87301	DEPRECIATION - DATA PROCESSING EQUIPMENT - CAF	124,078	100,353	92,447
87303	DEPRECIATION - DATA PROCESSING EQUIPMENT - CAF 2	95	95	3,157
87500	DEPRECIATION - AUTOMOTIVE EQUIPMENT	2,500	2,500	-
87551	DEPRECIATION - TELEPHONE SYSTEM - CAF	41,044	31,457	26,566
87800	DEPRECIATION - SIMULCAST MONITOR & EQUIPMENT	156	156	52
88000	PROFESSIONAL SERVICES - AUDIT	222	222	10,288
88050	PROFESSIONAL SERVICES - LEGAL/ARBITRATION	50,261	50,135	45,360
88100	PROFESSIONAL SERVICES - LOBBYIST	535,487	150,000	109,000
88150	PROFESSIONAL SERVICES - CONSULTANT	96,000	96,000	96,000
88200	PROFESSIONAL SERVICES - OTHER	109,430	106,800	96,300
88900	UNION REPRESENTATION	6,341	5,500	7,900
89100	CLOSED BRANCH EXPENSE	12,783	20,000	15,000
		25,502	15,000	6,000
	TOTAL EXPENSE	6,123,580	6,604,506	6,083,586

**WESTERN REGIONAL O.T.B.
2022 OPERATING PLAN**

SUMMARY OF BRANCH & EZ BET'S

REVENUE		2020 ACTUAL	2021 PLAN	2022 PLAN
6100	HANDLE			
62100	RETURNS TO BETTORS	56,529,124	59,050,000	55,890,000
		(44,868,712)	(46,513,685)	(51,460,441)
	COMMISSIONS EARNED			
	TOTAL REVENUE	11,758,412	12,536,315	13,869,359
	LESS: STATUTORY EXPENSE	19,852,833	14,822,523	16,469,442
	NET REVENUE	(6,130,814)	(5,787,780)	(7,517,123)
		7,402,019	8,124,742	8,852,319
	EXPENSES			
70101	MANAGER/SUPERVISOR SALARIES	1,104,288		
70102	SENIOR LINE OPERATOR SALARIES		847,800	906,000
70103	TICKET MACHINE OPER SALARIES	496,585	398,500	388,500
70104	CUSTODIAN SALARIES	459,835	406,900	354,300
70511	OVERTIME (REGULAR)	48,667	32,000	31,425
70512	PREMIUM WAGES-SUNDAY	36,540	41,600	35,100
70512	PREMIUM WAGES-SUNDAY	250,119	242,500	221,150
71400	SOCIAL SECURITY EXPENSE	178,937	150,644	140,847
71500	HEALTH BENEFIT PLANS	581,292	567,407	521,244
71500	WORKERS COMPENSATION INSURANCE	6,488	47,000	75,000
71650	RETIREMENT EXPENSE	860,016	497,888	226,000
71700	DISABILITY INSURANCE	6,697	4,585	4,088
71750	UNEMPLOYMENT INSURANCE	21,840		
71800	VACATION ACCRUAL	9,596		
72100	OFFICE SUPPLIES			9,000
72400	TELEPHONE DATA LINES	31,295	36,735	41,250
72500	TELEPHONE	256,714	215,000	219,000
72600	UTILITIES	35,748	30,300	37,985
73000	CASH OVER/SHORT	290,593	245,388	256,250
73000	CASH OVER/SHORT	(926)	390	390
73900	ENH. BRANCH ADV./PROMOTIONAL	448,181	485,000	568,050
73900	ENH. BRANCH ADV./PROMOTIONAL	706	1,580	450
73900	ENH. BRANCH ADV./PROMOTIONAL	2,298	4,995	4,998
73600	MAINTENANCE BUILDING	352,862	301,600	352,000
73650	CONTRACT CLEANING SERVICES	176,981	169,150	168,390
73675	CONTRACT SERVICES - SNOWPLOWING	53,515	67,250	38,750
73700	TRAVEL AND REIMBURSEMENTS	933	751	1,720
73850	SIMULCAST LICENSE FEE	28,792	21,500	20,500
73900	PETTY CASH	821	600	-
73910	SIMULCAST SATELLITE	109,045	119,499	-
73915	SIMUL SATELLITE UPLINK - OTHER	247,067	241,500	299,401
73920	SIMULCAST COMMISSIONS - THORO	81,226	99,989	99,998
73930	SIMULCAST COMMISSIONS - HARNESS	1,847	4,002	8,402
74300	RENT - PREMISES	105,291	99,316	50,960
74400	REAL ESTATE TAXES/ASSESSMENTS	30,824	28,300	21,350
74800	COMPUTER TOTE CHARGES	521,265	611,000	632,000
75100	RACING INFORMATION CHARGE	255,218	271,333	275,833
75500	SECURITY/ALARM SERVICES	24,799	16,639	22,980
75600	INSURANCE	191,402	145,822	156,085
75800	TOTALISATOR CHARGES	66,501	78,000	80,000
75100	UNCANCELLABLE TICKETS	2,241	1,650	1,400
76200	FORCED PAYOUTS	9,080	3,123	1,915
76350	EZ-BET OPERATOR COMMISSION	104,206	122,030	155,338
86850	DEPRECIATION- LAND IMPROVEMENTS	2,748	8,447	9,777
86851	DEPR-land improvements CAF	298	296	1,092
86853	DEPR-EXP-LAND IMPROVEMENT-CAF 2	11,784	10,997	10,937
86900	DEPRECIATION- BUILDING	86,390	90,757	89,998
86901	DEPR - Building CAF2	246,188	150,625	157,961
87000	DEPRECIATION - LEASEHOLD IMPROVEMENTS	59,207	50,504	50,067
87003	DEPRECIATION - LEASEHOLD IMPROVEMENTS - CAF 2	480		
87100	DEPR-OFFICE EQUIPMENT	298		
87101	DEP-Equipment CAF	3,982	4,096	4,132
87103	DEPREC EXP EQUIPMENT CAF 2	-	-	182
87200	DEPRECIATION- RESTAURANT EQUIP	3,984	2,781	1,682
87201	DEPRECIATION-RESTAURANT EQUIP- CAF	493	493	452
87203	DEPREC EXP RESTAURANT EQUIP-CAF 2	259		85
87800	DEPR-SIMULCAST & MONITOR EQUIP	13,436	8,698	3,079
87803	DEPREC EXP-SIMULCAST CAF 2	49		104
87951	DEPR EXP AMORT-DEBT FEE BANK CASTLE	80		
88500	INTERNET FEE	440,847	412,500	473,378
	TOTAL EXPENSE	7,960,312	7,361,672	7,138,034
	TOTAL OPERATING REVENUE	(598,293)	783,070	1,614,285

**WESTERN REGIONAL O.T.B.
2022 OPERATING PLAN**

OTHER REVENUE EXPENSE

		2020 ACTUAL	2021 PLAN	2022 PLAN
	BRANCH			
90800	INTEREST INCOME			
90802	INTEREST INCOME C.A.F.	2,993	1,500	2,100
91500	OTB ADVERTISING INCOME	74	300	300
91800	MISCELLANEOUS INCOME (EXPENSE)	4,500	5,000	4,500
91700	AUTO BENEFIT EXPENSE	264,527	80,000	15,000
	TOTAL	(2,578)	(5,000)	(3,900)
	GENERAL AND ADMINISTRATIVE			
90700	INTEREST EXPENSE			
90900	DEPRECIATION EXPENSE RENTAL PROPERTY	(29,425)	(30,741)	(17,165)
90902	DEPRECIATION EXPENSE RENTAL PROPERTY CAF	(316)	(316)	(316)
90903	DEPRECIATION EXPENSE RENTAL PROPERTY CAF 2	(75)	(75)	(75)
90904	RENTAL EXPENSE	(232)	(233)	(233)
91800	MISCELLANEOUS INCOME (EXPENSE)	(5,640)	(5,640)	(5,640)
91804	A.D.W. REVENUE - OTB	78	-	-
91805	A.D.W. REVENUE - ITW	1,491,720	1,400,000	1,850,000
91200	MINUS POOL EXPENSE OTB	396,795	400,000	350,000
	TOTAL	(19,141)	(9,500)	(9,500)
	TOTAL	1,833,765	1,763,495	2,167,071
	BATAVIA DOWNS GAMING			
90703	INTEREST EXPENSE BANK OF CASTILE REFINANCE	(80,649)	(75,000)	-
90704	INTEREST EXPENSE BANK OF CASTILE NEW LOAN	(52,255)	(57,000)	-
90705	INTEREST EXPENSE KEY BANK	(645,787)	(656,000)	-
90708	INTEREST EXPENSE 2021 BOND	-	-	(992,525)
91803	MISCELLANEOUS INCOME GAMING	51,000	55,000	35,000
	TOTAL	(729,691)	(725,000)	(957,525)
	BATAVIA DOWNS RACING			
91201	MINUS POOL EXPENSE - ITW	(108)	(2,500)	(2,500)
91202	MINUS POOL EXPENSE - LIVE	(79)	(750)	(750)
91802	MISCELLANEOUS INCOME LIVE RACING	(0)	1,000	1,000
	TOTAL	(187)	(2,250)	(2,250)
	TOTAL	1,372,853	1,086,045	1,255,296
	SUMMARY			
	A.D.W. REVENUE	1,888,515	1,800,000	2,200,000
	INTEREST INCOME	2,467	1,800	1,400
	MISCELLANEOUS INCOME	315,605	116,000	81,000
	O.T.B. ADVERTISING INCOME	4,500	6,000	4,500
	INTEREST EXPENSE	(810,117)	(811,741)	(1,008,680)
	RENTAL EXPENSE	(5,640)	(5,640)	(5,640)
	MISCELLANEOUS EXPENSE	(2,578)	(5,000)	(3,900)
	MINUS POOLS EXPENSE	(19,276)	(12,750)	(12,750)
	DEPRECIATION EXPENSE RENTAL PROPERTIES	(622)	(624)	(624)
	TOTAL NET REVENUE	1,372,853	1,086,045	1,255,296

WESTERN REGIONAL OFF-TRACK BETTING - SUMMARY OF CFO'S REPORT - ACTUAL RESULTS:

<u>Operational Results - October 2021</u>	October 2021	October 2019	October Plan
Total Handle	\$5,316,868	\$5,254,973	\$4,507,549
\$ Variance		61,895	808,319
% Variance		1%	18%
VGM Net Win	\$6,232,051	\$5,056,240	\$4,745,497
\$ Variance		1,175,811	1,486,554
% Variance		23%	31%
Revenue net of Statutories	\$ 3,946,688	\$ 3,265,590	\$ 3,075,050
Operating Expenses	3,210,691	2,997,650	3,147,792
Earnings and Surcharge	735,997	267,940	(72,742)
Surcharge	68,120	75,660	61,012
Operational Earnings (Losses)	\$ 667,877	\$ 192,280	\$ (133,754)
\$ Variance		475,597	801,631
% Variance		247%	599%

Earnings are computed and distributed on a quarterly basis

<u>Segment Performance:</u>	October 2021	October 2019	October Plan
BRANCH Earnings (Losses) from Operations	\$ 188,670	\$ (9,199)	\$ 26,858
Less: G&A Allocation	198,040	283,438	218,429
<u>Earnings (Losses) net of G&A Allocation</u>	<u>\$ (9,370)</u>	<u>\$ (292,637)</u>	<u>\$ (191,571)</u>
\$ Variance		283,267	182,201
% Variance		97%	95%
BATAVIA DOWNS Earnings from Operations	\$ 962,232	\$ 768,355	\$ 372,161
Less: G&A Allocation	284,985	283,438	314,324
<u>Earnings net of G&A Allocation</u>	<u>\$ 677,247</u>	<u>\$ 484,917</u>	<u>\$ 57,837</u>
\$ Variance		192,330	619,430
% Variance		40%	1071%
GENERAL AND ADMINISTRATIVE expense	\$ 483,025	\$ 566,876	\$ 532,753
\$ Variance		(83,851)	(49,728)
% Variance		-15%	-9%

<u>Net Cash Distributions to Municipalities:</u>	October 2021	October 2019	October Plan
SURCHARGE	\$ 68,120	\$ 75,660	\$ 61,012
\$ Variance		(7,540)	7,108
% Variance		-10%	12%

<u>Year to Date Surcharge and Net Revenue</u>	October 2021	October 2019	October Plan
SURCHARGE	\$ 769,064	\$ 862,800	\$ 698,616
\$ Variance		(93,736)	70,448
% Variance		-11%	10%
NET EARNINGS AVAILABLE FOR DISTRIBUTION	\$ 4,945,894	\$ 2,423,370	\$ 2,506,990
\$ Variance		2,522,324	2,438,904
% Variance		104%	97%
TOTAL	\$ 5,714,958	\$ 3,286,370	\$ 3,205,606

SUMMARY - WESTERN REGIONAL OTB CORPORATION - ALL LOCATIONS/DEPARTMENTS* ROUNDED

	2021 October	2019 October	2021 October Plan	2021 Year To Date	2019 Year To Date	2021 Operating Plan YTD
HANDLE (includes Live)	\$5,317,000	\$6,265,000	\$4,608,000	\$68,923,000	\$59,386,000	\$53,586,000
\$ Variance		62,000	809,000		(483,000)	5,357,000
% Variance		1%	18%		-1%	10%
VGM Net Win	\$8,232,000	\$5,088,000	\$4,745,000	\$54,989,000	\$62,276,000	\$48,032,000
\$ Variance		1,176,000	1,487,000		2,714,000	6,857,000
% Variance		23%	31%		6%	14%
Revenue and Expense						
Operating Revenue	7,638,000	6,376,000	6,983,000	69,876,000	66,063,000	61,394,000
\$ Variance		1,262,000	1,656,000		3,813,000	4,682,000
% Variance		20%	28%		6%	11%
Less: Statutory Expenses	3,691,000	3,110,000	2,908,000	34,216,000	33,809,000	33,118,000
\$ Variance		681,000	783,000		407,000	4,088,000
% Variance		19%	27%		1%	14%
Revenue before Operating Expenses	3,947,000	3,266,000	3,075,000	35,660,000	32,254,000	31,276,000
\$ Variance		681,000	872,000		3,406,000	4,384,000
% Variance		21%	28%		11%	14%
Less: Operating Expenses	3,211,000	2,988,000	3,148,000	29,946,000	29,267,000	28,465,000
\$ Variance		213,000	93,000		878,000	1,180,000
% Variance		7%	2%		2%	6%
Retained Surcharge/Net earnings	736,000	288,000	(73,000)	5,716,000	2,987,000	2,811,000
\$ Variance		468,000	809,000		2,729,000	2,904,000
% Variance		175%	1108%		91%	103%
Retained Surcharge	68,000	76,000	61,000	768,000	863,000	699,000
\$ Variance		(8,000)	7,000		(94,000)	70,000
% Variance		-11%	11%		-11%	10%
Net Earnings(Losses) from Operations	668,000	192,000	(134,000)	4,946,000	2,124,000	2,112,000
\$ Variance		476,000	802,000		2,822,000	2,834,000
% Variance		248%	599%		183%	134%
PPP Forgiveness	0	0	0	3,152,000	0	0
Earnings (Losses) Net of G&A Alloc.	668,000	192,000	(134,000)	8,098,000	2,124,000	2,112,000
\$ Variance		476,000	802,000		6,974,000	6,886,000
% Variance		248%	599%		281%	283%

	Operational Earnings	Earnings allocated to CAF	Distributable Earnings	2019 Year to Date	2021 Operating Plan YTD
1st Qtr. Operational Earnings*	\$333,770	\$168,818	\$174,962	\$0	\$0
\$ Variance				393,770	393,770
% Variance				100%	100%
2nd Qtr. Operational Earnings*	\$1,249,764	\$198,158	\$1,061,606	\$1,703,661	\$1,733,462
\$ Variance				(-64,067)	(483,064)
% Variance				-27%	-28%
3rd Qtr. Operational Earnings*	\$2,894,483	\$175,896	\$2,618,587	\$719,719	\$773,538
\$ Variance				\$1,974,764	1,820,948
% Variance				274%	248%
4th Qtr. Operational Earnings*	\$687,877	\$0	\$687,877	\$182,280	\$0
\$ Variance				\$478,597	687,877
% Variance				247%	100%
PPP Forgiveness**	\$3,161,700	\$0	\$0	\$0	\$0
Total YTD	\$8,087,694	\$632,872	\$4,413,022	\$2,615,860	\$2,606,990
\$ Variance				\$5,481,744	6,890,604
% Variance				210%	223%

* Available for Distribution

**The Corporations PPP loan was fully forgiven by the SBA on 8/28/2021.

Resolution 42-2021 removes these forgiven funds from member distributions as funds were used during the COVID-19 pandemic for their intended purpose.

	Month			Year to Date		Pg3
	2021 October	2019 October	2021 October Plan	2021 Year To Date	2019 Year To Date	2021 Operating Plan YTD
OTB BRANCHES:						
HANDLE	\$4,991,000	\$4,923,000	\$4,237,000	\$57,024,000	\$66,406,000	\$50,856,000
\$ Variance		68,000	764,000		618,000	6,138,000
% Variance		1%	18%		1%	12%

Revenue and Expense:

Operating Revenue (pg. 4)	1,421,000	1,594,000	1,231,000	16,861,000	16,471,000	14,461,000
Less: Statutory Expenses (pg. 4)	608,000	604,000	543,000	6,967,000	6,962,000	6,231,000
Revenue before Operating Expenses:	821,000	790,000	688,000	9,664,000	8,509,000	8,230,000
Less: Operating Expenses (pg.5, 6A)	564,000	723,000	600,000	6,227,000	7,288,000	5,584,000
Net Earnings (Loss):	267,000	67,000	88,000	3,437,000	1,221,000	2,346,000
Retained Surcharge:	66,000	76,000	61,000	789,000	863,000	689,000
Net Earnings (Loss) From Operations	189,000	(9,000)	27,000	2,668,000	368,000	1,647,000
Less: General and Admin. Allocation	198,000	283,000	216,000	2,243,000	2,711,000	2,226,000
Earnings (Losses) Net of G&A Alloc.	(9,000)	(293,000)	(182,000)	425,000	(2,353,000)	(679,000)
\$ Variance		284,000	183,000		2,778,000	1,104,000
% Variance		87%	95%		118%	16%

BATAVIA DOWNS GAMING:

	2021 October	2019 October	2021 October Plan	2021 Year To Date	2019 Year To Date	2021 Operating Plan YTD
HANDLE- ITW						
\$ Variance	\$167,000	\$138,000	\$137,000	\$1,108,000	\$2,039,000	\$2,034,000
% Variance		19,000 14%	20,000 15%		(934,000) 46%	(824,000) -46%
HANDLE- LIVE						
\$ Variance	\$169,000	\$184,000	\$134,000	\$783,000	\$941,000	\$647,000
% Variance		(25,000) -13%	36,000 26%		(148,000) -16%	148,000 23%
VGM Net Win						
\$ Variance	\$6,232,000	\$5,066,000	\$4,746,000	\$54,989,000	\$62,275,000	\$46,032,000
% Variance		1,178,000 23%	1,487,000 31%		2,714,000 6%	6,967,000 14%

Revenue and Expense

Operating Revenue (pg 6)	6,217,000	4,882,000	4,752,000	63,216,000	60,692,000	46,933,000
Less: Statutory Expenses (pg. 6)	3,061,000	2,606,000	2,388,000	27,218,000	26,847,000	23,667,000
Revenue before Operating Expenses	3,126,000	2,476,000	2,387,000	26,996,000	23,745,000	23,046,000
Less: Operating Expenses (pg. 7,7A-7D)	2,164,000	1,706,000	2,015,000	18,248,000	18,568,000	17,052,000
Net Earnings (Loss) From Operations	962,000	768,000	372,000	7,748,000	7,187,000	6,994,000
Less: General and Admin. Allocation	286,000	283,000	314,000	3,227,000	2,711,000	3,203,000
Earnings (Losses) Net of G&A Alloc.	677,000	485,000	68,000	4,521,000	4,476,000	2,791,000
\$ Variance		192,000	819,000		46,000	1,230,000
% Variance		40%	1067%		1%	82%

GENERAL & ADMINISTRATIVE:

	2021 October	2019 October	2021 October Plan	2021 Year To Date	2019 Year To Date	2021 Operating Plan YTD
Operating Expenses * (pg. 8,8A)	483,000	567,000	533,000	5,470,000	5,420,000	5,428,000
\$ Variance		(84,000)	(50,000)		50,000	(4,000)
% Variance		-15%	-9%		1%	1%

* General and Administrative expenses are allocated 41% to Branches, and 59% to Batavia Downs Gaming as of January 2021

Western Regional Off-Track Betting Corporation
(A Public Benefit Corporation)
Branch Operating Revenue
For the Ten Months Ended October

	YTD 2021	YTD 2019	YTD 2021 Plan
Commissions earned -	\$ 11,935,000	\$ 11,924,000	\$ 10,803,000
Lottery	84,000	148,000	107,000
Vending	8,000	12,000	8,000
Surcharge	979,000	1,109,000	889,000
Revenue Derived from Surcharge	559,000	617,000	505,000
CAF revenues	208,000	293,000	210,000
Uncashed pari-mutuel tickets	400,000	400,000	400,000
Breakage	192,000	183,000	188,000
Program sales (net of cost)	106,000	89,000	78,000
Concessions	35,000	23,000	36,000
ATM transaction fees	51,000	58,000	45,000
ADW Revenue	1,446,000	685,000	1,200,000
Gain (loss) on sale of Branch assets	620,000	(98,000)	-
Interest	-	6,000	1,000
Miscellaneous	38,000	22,000	13,000
TOTAL	\$ 16,661,000	\$ 15,471,000	\$14,461,000
\$ Variance		1,190,000	2,200,000
% Variance		8%	16%

Branch Statutory Expenses
For the Ten Months Ended October

	YTD 2021	YTD 2019	YTD 2021 Plan
Track Compensation	\$ 5,142,000	\$ 5,070,000	\$ 4,533,000
Breeding and Development Funds	420,000	417,000	370,000
Allocation to NYS - Tax	477,000	485,000	429,000
Allocation to NYS - Breakage	6,000	6,000	6,000
Surcharge Allocations to Counties with Tracks	210,000	248,000	191,000
Uncashed Pari-mutuel tickets	400,000	400,000	400,000
Racing Board Regulatory Fee	342,000	336,000	303,000
TOTAL	\$6,997,000	\$6,962,000	\$6,231,000
\$ Variance		35,000	766,000
% Variance		1%	12%

Western Regional Off-Track Betting Corporation
(A Public Benefit Corporation)
Branch Expenses
For the Ten Months Ended October

	2021 <u>YTD</u>	2019 <u>YTD</u>	\$ <u>Variance</u>	% <u>Variance</u>	2021 <u>Plan</u>	\$ <u>Variance</u>	% <u>Variance</u>	
Salaries	\$ 1,677,000	\$ 2,480,000	(\$783,000)	-32%	\$ 1,846,000	\$31,000	2%	1
Payroll taxes & employee benefits	802,000	1,135,000	(234,000)	-21%	886,000	15,000	2%	2
Rent/Property Taxes	55,000	120,000	(62,000)	-52%	57,000	1,000	2%	
Utilities	214,000	278,000	(64,000)	-23%	208,000	6,000	3%	
Maintenance and cleaning	434,000	607,000	(173,000)	-28%	436,000	(2,000)	0%	
Computer & Telephone Data Line charges	687,000	704,000	(17,000)	-2%	687,000	0	0%	
Telephone	32,000	29,000	3,000	10%	25,000	7,000	28%	
Totalizer charges	67,000	69,000	(2,000)	-3%	67,000	0	0%	
Branch supplies and equipment	35,000	62,000	(17,000)	-33%	32,000	3,000	8%	
Branch security services	18,000	22,000	(4,000)	-18%	14,000	4,000	29%	
Travel and reimbursement	1,000	2,000	(1,000)	-50%	1,000	0	0%	
Racing forms and petty cash	226,000	315,000	(89,000)	-28%	227,000	(1,000)	0%	
Uncancellable tickets	2,000	3,000	(1,000)	-33%	1,000	1,000	100%	
Insurance	151,000	113,000	38,000	34%	129,000	22,000	17%	3
Depreciation and amortization	267,000	377,000	(110,000)	-29%	272,000	(5,000)	-2%	
Multicast equipment/Uplink charges	271,000	318,000	(48,000)	-15%	316,000	(47,000)	-15%	4
Multicast commissions	91,000	100,000	(9,000)	-9%	87,000	4,000	5%	
Miscellaneous	15,000	(6,000)	21,000	-350%	7,000	8,000	114%	
Statavla Bets & Enh. Branch Advertising/Promo.	546,000	208,000	338,000	163%	426,000	120,000	28%	5
Internet Fee	405,000	272,000	133,000	49%	355,000	50,000	14%	6
EZBet Operator Commissions	128,000	108,000	20,000	19%	103,000	25,000	24%	7
TOTAL	\$6,227,000	\$7,288,000	(\$1,061,000)	-15%	\$5,984,000	\$243,000	4%	

OTB Branch & EZ Bet Variance Analysis Detail**1. Salaries \$31k over plan YTD:**

DAB manager/supervisor salaries higher to plan due to ITW employees filling in DAB until the ITW reopened on May 31st
A number of branch employees have been out on extended leave at multiple locations, leading to numerous shifts where 2 people are being paid instead of 1.

2. Payroll taxes & employee benefits \$16k over plan YTD:**Health Insurance - \$36k over plan**

Actual health insurance expense higher YTD than what Corporation planned for

Retirement Expense - \$17k under plan

Closed branches have left branch retirement expense lower than planned YTD

3. Insurance \$22k over plan YTD:

General liability insurance renewal covering period June 2021 - May 2022 higher than planned
Corporation obtained Cybersecurity insurance that was not planned for in 2021

4. Simulcast equipment/Uplink Charges \$47k under plan YTD:

Management renegotiated contract with Roberts Communication Network which has resulted in savings to plan.

5. Batavia Bets & Enh. Branch Advertising/Promo. \$120k over plan YTD:

Plan based on a percentage of handle, Batavia Bets handle is 15% higher than planned.

6. Internet Fee \$50k over plan YTD:

Internet fee is based off a percentage of Batavia Bets handle. Batavia Bets handle is 15% over plan.

7. EZBet Operator Commissions \$25k over plan YTD:

Ez-Bet handle has exceeded plan YTD, leading to an increase in Ezbet operator commissions.

Western Regional Off-Track Betting Corporation
(A Public Benefit Corporation)
Batavia Downs Operating Revenue
For the Ten Months Ended October

	YTD 2021	YTD 2019	YTD 2021 Plan
Commissions earned - Racetracks	\$ 384,000	\$ 620,000	\$ 551,000
VGM Revenue (net of adv. allowance and Cap Fund)	47,291,000	44,956,000	41,308,000
WROTB Revenue	328,000	320,000	276,000
Export Signal Revenue	100,000	104,000	99,000
Hotel at Batavia Downs Room Revenue	1,043,000	-	852,000
Stall Rental	8,000	-	8,000
Lottery	54,000	53,000	57,000
Uncashed pari-mutuel tickets	50,000	50,000	50,000
Breakage	8,000	11,000	10,000
ATM transaction fees	584,000	540,000	484,000
Program sales	17,000	23,000	17,000
Conference Center Rental fees	-	26,000	6,000
Fanduel Revenue	-	175,000	-
Lucky Treasures Gift Shop Revenue	17,000	3,000	8,000
Concert Series Sponsorship	49,000	41,000	65,000
Concert Series Ticket Sales	346,000	226,000	174,000
Food and Beverage sales net	2,692,000	3,193,000	2,563,000
ADW Revenue	147,000	164,000	342,000
Advertising/Promotion Revenue	18,000	40,000	23,000
Miscellaneous	79,000	47,000	41,000
TOTAL	\$ 53,215,000	\$50,592,000	\$46,933,000
\$ Variance		2,623,000	6,282,000
% Variance		5%	13%

Batavia Downs Statutory Expenses
For the Ten Months Ended October

	YTD 2021	YTD 2019	YTD 2021 Plan
Track Compensation	\$ 18,000	\$ 29,000	\$ 30,000
Breeding and Development Funds	44,000	54,000	114,000
Allocation to NYS - Tax	17,000	32,000	31,000
Allocation to NYS - Breakage	3,000	5,000	4,000
Allocation to NYS - Lottery	26,945,000	26,553,000	23,536,000
Uncashed Pari-mutuel tickets	50,000	50,000	50,000
Racing Board Regulatory Fee	11,000	18,000	16,000
Genesee County	6,000	10,000	10,000
Horse Drug Testing Fee	57,000	39,000	39,000
Batavia School Tax	68,000	67,000	67,000
TOTAL	\$ 27,219,000	\$26,847,000	\$23,867,000
\$ Variance		372,000	3,332,000
% Variance		1%	14%

Western Regional Off-Track Betting Corporation
(A Public Benefit Corporation)
Batavia Downs Gaming Expenses - Excluding Marketing
For the Ten Months Ended October

	2021 YTD	2019 YTD	\$ Variance	% Variance	2021 Plan	\$ Variance	% Variance	
Salaries	\$ 5,708,000	\$ 4,954,000	\$ 754,000	15%	\$ 6,558,000	\$ 182,000	3%	1
Payroll taxes & employee benefits	2,312,000	2,011,000	301,000	15%	2,323,000	(11,000)	0%	2
Real Estate Taxes and Rent	81,000	7,000	54,000	771%	33,000	28,000	85%	3
Telephone	31,000	21,000	10,000	48%	30,000	1,000	3%	
Telephone data lines	8,000	10,000	(2,000)	-20%	9,000	(1,000)	-11%	
Utilities	519,000	547,000	(28,000)	-5%	548,000	(27,000)	-5%	
Maintenance - General	601,000	465,000	136,000	29%	487,000	114,000	23%	
Small Equipment/Equipment Rental	38,000	40,000	(2,000)	-5%	89,000	(51,000)	-57%	4
Uniform expense	16,000	20,000	(5,000)	-25%	25,000	(10,000)	-40%	5
Computer Charges	72,000	56,000	16,000	29%	80,000	(8,000)	-10%	
Totalelector charges	2,000	3,000	(1,000)	-33%	4,000	(2,000)	-50%	
Contractual track commissions	52,000	98,000	(46,000)	-47%	117,000	(65,000)	-56%	6
Simulcast equipment/uplink charges	55,000	66,000	(11,000)	-18%	61,000	(6,000)	-10%	
Missed Pools/Minus Pools	18,000	3,000	15,000	533%	3,000	15,000	533%	7
Racing forms and petty cash	13,000	21,000	(8,000)	-38%	21,000	(8,000)	-38%	
Racing Related Expenses	182,000	225,000	(43,000)	-19%	178,000	4,000	2%	
Purse Expense, WNYHHA and Breeders	5,880,000	5,880,000	220,000	4%	8,202,000	(2,322,000)	-28%	8
Equine Fund	43,000	41,000	2,000	5%	37,000	6,000	16%	
Racing and Lottery Dues/Licenses	38,000	50,000	(12,000)	-30%	55,000	(17,000)	-36%	9
Security/Alarm Services	99,000	86,000	13,000	15%	86,000	13,000	15%	
Advertising/Promotional	494,000	382,000	112,000	29%	307,000	187,000	61%	10
Marketing Requested Reimbursement			0%	0%		0	0%	
Travel & Reimbursements	3,000	9,000	(6,000)	-67%	8,000	(5,000)	-63%	
Supplies & Related	17,000	19,000	(2,000)	-11%	31,000	(14,000)	-45%	11
Restaurant Supply Expenses	28,000	27,000	1,000	4%	30,000	(4,000)	-13%	
Depreciation & Amortization*	852,000	948,000	(97,000)	-10%	810,000	42,000	5%	
Insurance	467,000	253,000	214,000	100%	461,000	6,000	1%	
Professional Services	381,000	393,000	(12,000)	-3%	293,000	88,000	30%	12
Interest Expense	80,000	-	80,000	100%	-	80,000	100%	13
Postage			0%	0%		0	0%	
Dues and Fees	8,000	10,000	(2,000)	-20%	11,000	(3,000)	-27%	
Bank Fees and Charges	88,000	132,000	(44,000)	-33%	133,000	(45,000)	-34%	14
Credit Card Fees	77,000	50,000	27,000	54%	71,000	6,000	8%	
Other Expense	138,000	131,000	7,000	5%	154,000	(16,000)	-10%	15
Total Non-MARR Expenses	18,266,000	16,647,000	1,619,000	10%	17,221,000	1,045,000	6%	
MARR Expenses (Pg. 7C)	\$26,000	(\$89,000)	\$115,000	-129%	(\$189,000)	\$195,000	115%	
Total Expenses Reimbursed by Marketing	(\$44,000)	\$0	(39,000)		\$0	(44,000)		
TOTAL	18,248,000	16,558,000	1,689,000	10%	17,052,000	1,196,000	7%	

Depreciation and Amortization

The 4% Capital Awards Fund provides for purchases of assets at Batavia Downs Gaming. The depreciation on these assets, as well as the off-setting revenues of \$272,000 for the month and \$1,301,000 year to date have been removed from this report, as there is no effect on the bottom line.

Interest Expense

The 4% Capital Awards Fund also provides for payment of interest on loans used to finance construction at Batavia Downs Gaming. This interest expense, as well as the \$35,000 off-setting revenues of \$1,119,000 year to date have been removed from this report, as there is no effect on the bottom line.

October 2021 YTD Variance explanations for Gaming/Live Racing:1. Salaries \$152K over plan YTD:

Accrued for projected 2021 bonus and retro pay as per approved union vote.

2. Payroll Tax & Benefits \$11K under plan YTD:

a) Per the CARES Act, the Corporation qualifies for a credit against FICA expense for employees under COVID quarantine status. This credit has left expense lower than planned.

b) Operating plan anticipated higher workers comp expense related to self-insured worker's comp program. Corporation has implemented safety procedures to help keep worker's comp costs down.

3. Real Estate Taxes and Rent \$28K over plan YTD:

Rental of K-mart parking lot not planned for.

4. Small Equipment/Equipment Rental \$21K under plan YTD:

a) Concert series planned for rental of golf cart which was not used this year.

b) Hotel copy machine rental less than planned.

c) F&B planned for water softener in Fortune's. This is no longer being used as it was deemed unnecessary.

5. Uniform Expense \$10K under plan YTD:

a) Employees have continued to use current uniforms. New uniforms will be purchased within the next few months.

b) Fewer hired employees has lead to less uniforms being purchased.

6. Contractual Track Commissions \$65K under plan YTD:

Track commissions based on ITW being fully opened. Per NYS regulations, ITW was closed until May 31, with the only on-site wagering occurring on SVT's located inside 34 Rush.

7. Missed/Minus pool expense \$16K over plan YTD:

Minus pool caused by bridge jumper at ITW.

8. Purse Expense, WNYHHA and Breeders \$678K over plan YTD:

Expense related to net win. Net win is \$7M over plan.

9. Racing and Lottery Dues/Licenses \$20K under plan YTD:

a) Corporation collects money for fingerprinting from new employees when hired, then reimburses them after six months. Due to higher turnover, fewer employees were eligible for reimbursement than planned.

b) United States Trotting Association fees related to live racing have been lower than planned.

10. Advertising/Promotional \$187K over plan YTD:

Concert series has seen more advertising than planned.

11. Supplies & Related \$14K under plan YTD:

Hotel has used less supplies than planned.

12. Professional Service \$98K over plan YTD:

Plan based on eight concerts for the year. Concert series completed thirteen concerts.

13. Interest Expense \$60K over plan YTD:

Interest expense related to purchase of Hotel at Batavia Downs. This interest expense completed on Aug 31st with the Corporation finalizing its refinancing. This expense was not planned.

October 2021 YTD Variance explanations for Gaming/Live Racing (cont.):

14. Bank Fee Charge \$45K under plan YTD:

Plan for check cashing service based on 2019 check volume. YTD check volume have been less than 2019

15. Other Expense \$16K under plan YTD:

Hotel planned for miscellaneous expenses that have not been needed

**Western Regional Off-Track Betting Corporation
(A Public Benefit Corporation)
Batavia Downs Marketing Expenses
For the Ten Months Ended October**

	<u>2021</u> <u>YTD</u>	<u>2019</u> <u>YTD</u>	<u>\$</u> <u>Variance</u>	<u>%</u> <u>Variance</u>	<u>2021</u> <u>Plan</u>	<u>\$</u> <u>Variance</u>	<u>%</u> <u>Variance</u>	
Salaries	\$ 848,000	\$ 779,000	\$69,000	9%	\$ 890,000	(42,000)	-5%	1
Payroll taxes & employee benefits	325,000	308,000	17,000	5%	326,000	(1,000)	0%	2
Telephone	3,000	2,000	1,000	50%	2,000	1,000	30%	
Maintenance - General	13,000	5,000	8,000	150%	5,000	8,000	180%	
Small Equipment/Equipment Rental	181,000	241,000	(60,000)	-25%	228,000	(48,000)	-21%	3
Computer Charges	38,000	37,000	1,000	3%	46,000	(8,000)	-17%	
Advertising/Promotional	2,480,000	3,133,000	(643,000)	-21%	2,872,000	(482,000)	-16%	4
Marketing Requested Reimbursement	(3,865,000)	(4,633,000)	678,000	-15%	(4,803,000)	848,000	-18%	5
Travel & Reimbursements	2,000	6,000	(3,000)	-60%	12,000	(10,000)	-83%	6
Supplies & Related	6,000	11,000	(2,000)	-18%	14,000	(6,000)	-38%	
Professional Services	70,000	11,000	59,000	536%	117,000	(47,000)	-40%	7
Postage	-	6,000	(6,000)	-100%	6,000	(6,000)	-100%	
Dues and Fees	-	3,000	(3,000)	-100%	3,000	(3,000)	-100%	
Other Expense	2,000	3,000	(1,000)	-33%	13,000	(11,000)	-85%	8
TOTAL	\$ 28,000	(\$89,000)	\$115,000	-128%	(\$169,000)	\$195,000	115%	

October 2021 YTD Variance explanations for Marketing:

1. Salaries \$42K under plan YTD:

Planned 12 months for three positions. Positions have not been filled.

2. Payroll Taxes and Benefits \$1K under plan YTD:

Planned benefits related to open positions above.

3. Small Equipment/Equipment Rental \$48K under plan YTD:

a) Corporation has received a credit from IGT for the COVID shutdown.

b) IGT contract has been renegotiated at lower cost than planned.

4. Advertising/Promotional Expense \$482K under plan YTD:

Due to COVID restrictions, marketing had less expense than planned earlier in the year.

5. Marketing Reimbursement \$848K less than plan YTD:

Due to COVID restrictions, marketing had less expense than planned earlier in the year.

6. Travel & Reimbursements \$10K under plan YTD:

Due to COVID restrictions, corporation has authorized less travel than planned YTD.

7. Professional Services \$47K under plan YTD:

Planned for professional service to manage sponsorships. The corporation has decided not to use this service.

8. Other Expenses \$11K under plan YTD:

Marketing planned for miscellaneous expenses. Actual expense has been less than planned.

Western Regional Off-Track Betting Corporation
(A Public Benefit Corporation)
General and Administrative Expenses
For the Ten Months Ended October

	2021 YTD	2019 YTD	\$ Variance	% Variance	2021 Plan	\$ Variance	% Variance	
Salaries	\$ 1,939,000	\$ 2,086,000	(\$157,000)	-7%	\$ 2,136,000	(\$197,000)	-9%	1
Payroll taxes & employee benefits	1,918,000	1,978,000	(60,000)	-3%	1,883,000	35,000	2%	2
Telephone	22,000	20,000	2,000	10%	18,000	4,000	22%	
Utilities	3,000	3,000	0	0%	3,000	0	0%	
Advertising/Promotional	137,000	219,000	(82,000)	-37%	275,000	(138,000)	-50%	3
Travel & Reimbursements	36,000	59,000	(22,000)	-38%	67,000	(31,000)	-46%	4
Professional/ Consulting/ Audit fees	622,000	349,000	273,000	78%	340,000	282,000	83%	5
Office supplies	31,000	48,000	(17,000)	-35%	41,000	(10,000)	-24%	6
Equipment rental/Small equipment/Computer S-	62,000	48,000	14,000	29%	57,000	5,000	9%	
Maintenance	52,000	63,000	(11,000)	-17%	71,000	(19,000)	-27%	7
Copyer/microfilm expense	12,000	13,000	(1,000)	-8%	14,000	(2,000)	-14%	
Insurance	166,000	113,000	53,000	47%	164,000	2,000	1%	
Depreciation	172,000	201,000	(29,000)	-14%	149,000	23,000	15%	8
Interest expense	24,000	29,000	(5,000)	-17%	28,000	(4,000)	-14%	
Rental expense	5,000	5,000	0	0%	5,000	0	0%	
Bank Fees	69,000	95,000	(26,000)	-27%	93,000	(24,000)	-26%	9
Union Representation	13,000	14,000	(1,000)	-7%	16,000	(3,000)	-19%	
Closed Branch Expense	20,000	4,000	16,000	400%	14,000	6,000	43%	
Postage	13,000	9,000	4,000	44%	10,000	3,000	30%	
Dues and Fees	15,000	28,000	(13,000)	-46%	19,000	(4,000)	-21%	
Other expense	127,000	16,000	111,000	694%	18,000	109,000	608%	10
Allocated pools/minus pools	12,000	11,000	1,000	9%	8,000	4,000	50%	
TOTAL	\$5,470,000	\$5,420,000	\$50,000	1%	\$5,429,000	\$41,000	1%	

1. Salaries \$197k under plan YTD:

Executive VP-COO

Planned 12 months for this position. Position was not filled.

Rochester District Office

The 2021 Plan includes salaries for a full time Floating Ticket Machine Operator for RDO for the entire year. Their salaries are currently being charged to the specific branch they work at during each pay period. Therefore, any variance to the plan would balance out with those specific branch locations in Monroe County.

IT Department

Error in 2021 plan leading to wages being under plan YTD

Telecommunications

Early retirement incentive offered by WROTB has left department under plan YTD.

2. Payroll Taxes and Employee Benefits \$35k over plan YTD:

a) Actual health insurance expense higher YTD than what Corporation planned for.

3. Advertising/Promotional \$138k under plan YTD:

Corporation expensed less on Triple Crown advertising/promotions than planned

4. Travel & Reimbursements \$31k under plan YTD:

Due to COVID restrictions Corporation has authorized less travel than planned YTD

5. Professional/Consulting/Audit fees \$282k over plan YTD:

The Corporation has seen legal expense higher than planned.

6. Office Supplies \$10k under plan YTD:

7. Maintenance \$19k under plan YTD:

The Corporation has seen lower vehicle usage leaving auto maintenance and fuel expense under plan YTD.

8. Depreciation \$23k over plan YTD:

Miscellaneous Capital Purchases within the IT Department not planned for

9. Bank Fees \$24k under plan YTD:

Corporation has realized savings related to services provided by KeyBank

0. Other expense \$109k over plan YTD:

Health insurance money lost in cybersecurity phishing attack

WBOB
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Suffolk Regional OTB Corp.						NET HANDLE COMPARISON
						BY REGION
Month to Date						October 2021
	NASSAU OTB	SUFFOLK OTB	CATSKILL OTB	WESTERN OTB	CAPITAL OTB	TOTAL
2021	\$ 10,688,093	\$ 5,505,007	\$ 619,172	\$ 4,991,071	\$ 9,684,504	\$ 31,487,847
2020	8,778,177	5,796,220	634,145	6,436,023	11,048,665	32,694,229
2019	10,272,388	5,888,168	3,886,241	4,922,876	9,555,979	34,525,651
2018	11,273,140	6,106,064	4,556,144	5,008,459	9,130,051	36,073,858
2017	12,149,716	6,774,467	4,996,755	5,260,446	9,878,683	39,060,066
2021 vs 2020	1,908,916	(291,213)	(14,973)	(1,444,952)	(1,364,161)	(1,206,382)
2020 vs 2019	(1,493,211)	(91,948)	(3,252,095)	1,513,146	1,492,686	(1,831,423)
2019 vs 2018	(1,000,752)	(217,896)	(669,904)	(85,583)	425,928	(1,548,207)
2018 vs 2017	(876,576)	(668,403)	(440,611)	(251,987)	(748,632)	(2,986,208)
2017 vs 2016	(1,055,898)	(145,250)	(409,899)	(1,073,933)	(1,734,258)	(4,419,238)
2021 vs 2020	21.7%	-5.0%	-2.4%	-22.5%	-12.3%	-3.7%
2020 vs 2019	-14.5%	-1.6%	-83.7%	30.7%	15.6%	-5.3%
2019 vs 2018	-8.9%	-3.6%	-14.7%	-1.7%	4.7%	-4.3%
2018 vs 2017	-7.2%	-9.9%	-8.8%	-4.8%	-7.6%	-7.6%
2017 vs 2016	-8.0%	-2.1%	-7.6%	-17.0%	-14.9%	-10.2%
YTD						
	NASSAU OTB	SUFFOLK OTB	CATSKILL OTB	WESTERN OTB	CAPITAL OTB	TOTAL
2021	\$ 117,307,159	\$ 56,984,339	\$ 5,775,177	\$ 57,024,486	\$ 116,754,152	\$ 353,845,313
2020	69,861,286	40,662,898	14,520,883	46,594,302	108,602,642	280,242,012
2019	117,851,641	67,339,379	45,018,936	56,405,773	119,172,463	405,788,193
2018	127,886,144	71,152,040	50,389,400	58,564,801	123,443,837	431,436,222
2017	133,684,043	73,615,320	56,786,849	61,264,456	125,211,299	450,561,967
2021 vs 2020	47,445,872	16,321,442	(8,745,706)	10,430,183	8,151,510	73,603,301
2020 vs 2019	(47,990,355)	(26,676,481)	(30,498,053)	(9,811,471)	(10,569,821)	(125,546,181)
2019 vs 2018	(10,034,503)	(3,812,861)	(5,370,464)	(2,159,027)	(4,271,374)	(25,648,029)
2018 vs 2017	(5,797,898)	(2,463,280)	(6,397,449)	(2,699,656)	(1,767,462)	(19,125,745)
2017 vs 2016	(11,767,949)	(1,721,741)	(835,001)	(7,434,837)	(6,618,901)	(28,378,427)
2021 vs 2020	67.9%	40.1%	-60.2%	22.4%	7.5%	26.3%
2020 vs 2019	-40.7%	-39.6%	-67.7%	-17.4%	-8.9%	-30.9%
2019 vs 2018	-7.8%	-5.4%	-10.7%	-3.7%	-3.5%	-5.9%
2018 vs 2017	-4.3%	-3.3%	-11.3%	-4.4%	-1.4%	-4.2%
2017 vs 2016	-8.1%	-2.3%	-1.4%	-10.8%	-5.0%	-5.9%

WROTB
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2021		NASSAU	SUFFOLK	CATSKILL	WESTERN	CAPITAL	TOTAL	TOTAL
		OTB	OTB	OTB	OTB	OTB	OTB	YTD
Jan		33,742		16,058	17,713	208,479	273,992	273,992
Feb		271,285		19,982	23,840	80,917	396,023	396,023
Mar		415,039		24,959	49,548	364,907	854,452	854,452
Apr		498,543		28,875	23,480	418,389	969,087	969,087
May		585,188		27,526	17,207	959,659	1,589,580	1,589,580
Jun		458,089		32,196	31,021	514,284	1,035,600	1,035,600
Jul		537,006	1,934	37,293	18,534	710,847	1,305,614	1,305,614
Aug		574,446		34,107	262,838	1,126,667	1,998,058	1,998,058
Sep		406,554		24,302	201,282	580,865	1,212,803	1,212,803
Oct		401,607		30,205	206,593	416,711	1,055,117	1,055,117
Nov								
Dec								
2020		NASSAU	SUFFOLK	CATSKILL	WESTERN	CAPITAL	TOTAL	TOTAL
		OTB	OTB	OTB	OTB	OTB	OTB	YTD
Jan		710,511	93,592.60	77,483	42	70,897	952,526	952,526
Feb		836,279	109,224	89,134	-	40,104	874,741	874,741
Mar		483,705	59,482	33,612	486	34,825	612,089	612,089
Apr		3,595	6,187	-	7,240	-	17,022	17,022
May		16,877	-	-	4,431	160,992	182,300	182,300
Jun		16	59	-	21,247	110,384	131,706	131,706
Jul		367	12	39,132	10,324	665,956	715,790	715,790
Aug		23,968	-	53,979	280,922	1,505,366	1,864,235	1,864,235
Sep		1,300	-	38,433	200,324	608,745	848,802	848,802
Oct		355	-	37,013	219,122	346,532	603,021	603,021
Nov		-	-	18,400	141,644	222,248	382,292	382,292
Dec		198,714	-	14,759	157,247	86,405	457,124	457,124

WROTB Corporation
Batavia Downs Gaming - Marketing Fund Status 2021

11/23/2021

Month		Net Win	10% Marketing Revenues Earned	Marketing Expenditures	Month (Over)/Under Expended	YTD (Over)/Under Expended	Estimated YTD (Over)/Under Expended
January	Plan	\$ 3,251,601	\$ 325,160	\$ 375,000	\$ (49,840)		
	Actual	\$ 3,801,497	\$ 380,150	\$ 347,333	\$ 32,817		
February	Plan	\$ 3,348,167	\$ 334,817	\$ 370,345	\$ (35,528)		
	Actual	\$ 3,428,187	\$ 342,819	\$ 250,966	\$ 91,853		
March	Plan	\$ 4,646,834	\$ 464,683	\$ 360,000	\$ 104,683		
	Actual	\$ 5,236,568	\$ 523,657	\$ 323,938	\$ 199,719		
April	Plan	\$ 5,474,668	\$ 547,467	\$ 400,000	\$ 147,467		
	Actual	\$ 5,120,947	\$ 512,095	\$ 325,569	\$ 186,526		
May	Plan	\$ 5,596,701	\$ 559,670	\$ 447,745	\$ 111,925		
	Actual	\$ 5,276,643	\$ 527,664	\$ 349,048	\$ 178,616		
June	Plan	\$ 5,367,071	\$ 536,707	\$ 540,000	\$ (3,293)		
	Actual	\$ 5,910,033	\$ 591,003	\$ 371,068	\$ 219,935		
July	Plan	\$ 5,295,151	\$ 529,515	\$ 500,000	\$ 29,515		
	Actual	\$ 6,915,630	\$ 691,563	\$ 486,362	\$ 205,201		
August	Plan	\$ 5,560,275	\$ 556,028	\$ 550,500	\$ 5,528		
	Actual	\$ 6,788,998	\$ 678,900	\$ 466,781	\$ 212,119		
September	Plan	\$ 4,928,571	\$ 492,857	\$ 300,000	\$ (7,143)		
	Actual	\$ 6,278,855	\$ 627,885	\$ 474,722	\$ 156,164		
October	Plan	\$ 4,745,497	\$ 474,550	\$ 510,000	\$ (35,450)		
	Actual	\$ 6,232,051	\$ 623,205	\$ 606,574	\$ 16,631	\$ 1,499,580	
November	Plan	\$ 4,633,582	\$ 463,358	\$ 550,000	\$ (86,642)		
	Actual						
	Estimated	\$ 5,683,845	\$ 568,385	\$ 660,000	\$ (91,616)		\$ 1,407,864

**Batavia Downs Gaming
Comparison of Daily Statistics
For the Month Ended October**

	October 2021	October 2019	October 2018
Credits Played	87,681,000	68,776,000	63,067,000
Net Win	6,232,000	5,056,000	4,606,000
Net Hold %	7.11%	7.35%	7.30%
Win Per Terminal	229.41	187.87	177.54
Education Contribution/ Gaming Comm. Admin fee	3,054,000	2,478,000	2,349,000
Purse/WNYHHA/Breeders	623,000	506,000	461,000
Track Share (Vendor Fee)	2,306,000	1,871,000	1,612,000
Marketing Allowance	623,000	506,000	461,000
4% Capital Awards	249,000	202,000	184,000
Attendance	71,000	69,000	84,000
Win/Cap	87.75	73.26	71.95
% of Carded Play	50.32%	49.84%	50.69%

**Batavia Downs
Operating Statement of Revenue and Expenses
For the Month Ended October**

	October 2021	October 2019	October 2021 Plan
VL T Drop Win/Unit/Day	6,232,000 229,41	5,056,000 187,87	4,745,000 176,16
Live Handle	169,000	194,000	134,000
ITW Handle	157,000	138,000	137,000
Total Handle	<u>326,000</u>	<u>332,000</u>	<u>271,000</u>
Revenue	<u>3,126,000</u>	<u>2,476,000</u>	<u>2,387,000</u>
Purse/MN/THA/Breeders	709,000	592,000	554,000
Payroll & Related	1,120,000	851,000	1,069,000
Other Operating Expenses	255,000	170,000	315,000
G&A Allocated	<u>285,000</u>	<u>283,000</u>	<u>314,000</u>
Total Operating Expenses	<u>2,369,000</u>	<u>1,896,000</u>	<u>2,252,000</u>
Total Net Revenue	757,000	580,000	135,000
Depreciation	80,000	95,000	77,000
Total Non-Operating Expenses	<u>80,000</u>	<u>95,000</u>	<u>77,000</u>
Net Operating Profit/(loss)	<u>677,000</u>	<u>485,000</u>	<u>58,000</u>

**Batavia Downs Gaming
Food and Beverage Operations-All Units
For the Ten Months Ended October**

	October Actual	October Plan	October YTD Actual	October YTD Plan
Food Sales	308,298	297,336	2,270,842	2,282,918
Beer/Liquor/Wine Sales	203,825	137,277	1,171,981	976,504
Discounts	(8,501)	(5,375)	(48,877)	(35,422)
Beverage Sales*	11,576	15,770	127,044	109,934
Comps- Beverage*	28,643	27,311	113,649	191,177
Service CHC Revenue PR	14,872	4,853	34,070	18,990
Cigarette Sales	4,611	2,980	22,613	28,928
Total Sales	561,223	480,161	3,693,132	3,522,917
	100%	100%	100%	100%
*Combined Drink total Sales	38,219	43,081	240,683	301,011
Cost of Sales				
Food Costs	118,814	112,277	875,819	852,855
Beer / Liquor Costs	42,458	33,907	276,197	241,404
Beverage Costs**	11,875	18,842	78,079	86,911
Cigarette Costs	3,318	2,077	19,210	23,306
Total Cost of Sales	176,462	156,103	1,248,303	1,214,476
	31%	34%	34%	34%
Food Waste	584	773	7,901	7,730
	0.1%	0.2%	0.2%	0.2%
Net Sales	384,177	314,285	2,438,928	2,308,711
	68%	65%	66%	65%
Net Sales	384,177	314,285	2,438,928	2,308,711
	100%	100%	100%	100%
Payroll	168,824	215,646	1,457,724	1,570,288
Payroll Taxes & Employee Benefits	82,437	76,840	683,410	683,808
	49%	21%	28%	29%
Total Payroll/Related	249,261	292,486	2,121,135	2,254,076
	65%	93%	87%	98%
Equipment/Supplies	6,442	9,025	55,279	74,841
Uniforms & Linens	3,769	3,384	27,145	32,844
Trash Removal	848	1,839	6,943	18,045
Telephone	140	118	1,101	1,257
Credit Card Fees	7,952	5,628	53,785	49,047
Leases	537	794	3,226	7,940
Miscellaneous/Other	970	878	10,347	8,552
	0%	0%	0%	0%
Professional Services				
Promotional Expenses				
Events Live Entertainment				
Insurance Expense				
Total Other Operating Expense	20,477	21,866	157,828	192,106
	5%	7%	6%	8%
Total Expenses	269,738	314,391	2,278,962	2,448,182
	70%	100%	93%	106%
Operating Profit / (Loss)	114,439	(66)	159,966	(145,471)
	30%	(0%)	7%	(6%)
*Combined total Sales	561,223	100,00%		
**Combined Total COS	176,462	31,44%		
Waste	584	0.10%		
Net Food & Beverage Sales	384,177	88,45%		

**Beverly Downs Gaming
Food and Beverage Operations
For the Ten Months Ended October**

	February		24 Month Actual		Historical Actual		Confidential Budget		Twenty Month		Clubhouse		October 2021		November Expense		October 2021 Plan	
	Actual	%	Actual	%	Actual	%	Budget	%	Actual	%	Actual	%	Actual	%	Actual	%	Actual	%
Food Sales	111,484	86%	123,302	89%	22,892	85%			36,724	54%	10,115	59%	306,297	208,297	2,912	2,912	2,912	2,912
Beer/Liquor Sales	16,983	15%	157,947	59%	4,843	16%			17,206	24%	6,848	40%	203,825	11,576	11,576	11,576	11,576	11,576
Beverage Sales	3,278	3%	6,380	2%					772	1%	588	3%	(6,801)					
Sales Discounts	(1,365)	(1%)	(4,082)	(1%)	(887)	(3%)					(257)	(1%)						
Cigarette Sales			4,811	7%									4,811					
Service CHG Revenue PR			28,543	8%					14,872	21%			14,872					
Comp-Permeas			215,371	52%	28,550	10%			71,571	100%	17,272	100%	28,643	28,643	28,643	28,643	28,643	28,643
Total Sales	130,238	100%	215,371	100%	28,550	100%			71,571	100%	17,272	100%	381,223	381,223	581,223	581,223	581,223	581,223
Cost of Sales:																		
Food Costs	43,237	33%	47,829	22%	8,802	31%			15,021	21%	3,924	23%	112,813	42,457	42,457	42,457	42,457	42,457
Beer/Liquor Costs	3,924	3%	33,398	15%	380	1%			3,267	5%	1,488	9%	42,457	11,874	11,874	11,874	11,874	11,874
Beverage Costs	949	7%	9,834	5%	977	3%			221	0%	182	1%	11,874	3,518	3,518	3,518	3,518	3,518
Cigarette Costs			3,318	2%									3,518					
Total Cost of Sales	48,101	37%	94,178	44%	10,100	35%			18,509	26%	5,674	33%	176,462	46,462	46,462	46,462	46,462	46,462
Food Waste																		
Net Sales	82,358	63%	221,193	100%	18,551	67%			53,061	73%	11,598	67%	384,761	384,761	(984)	(984)	314,285	54%
Net Sales	82,358	63%	221,193	100%	18,551	67%			53,061	73%	11,598	67%	384,761	384,761	(984)	(984)	314,285	54%
Operating Expenses:																		
Meigs	57,607	70%	48,158	22%	14,921	80%			22,803	43%	3,315	28%	151,590	15,243	15,243	15,243	15,243	15,243
Payroll taxes and benefits	27,812	34%	32,395	15%	6,050	33%			7,832	15%	343	3%	75,948	6,492	6,492	6,492	6,492	6,492
Total Payroll/Related	85,419	104%	81,552	37%	20,981	129%			30,635	58%	3,659	31%	227,538	21,735	21,735	21,735	21,735	21,735
Other Operating Expenses:																		
Equipment/Supplies																		
Uniforms and Linen																		
Fresh Removal																		
Telephone																		
Tread, Card lease																		
Utilities																		
Advertising/Market			239	0%									239					
Professional Services																		
Total Operating Expenses	85,219	70%	81,331	37%	20,981	125%			30,635	58%	3,659	31%	227,765	41,973	41,973	41,973	41,973	41,973
Operating Profit(Loss)	(2,961)	(4%)	139,862	63%	(4,131)	(23%)			(22,428)	(42%)	8,039	69%	(42,996)	(42,997)	(42,997)	(42,997)	114,439	36%
Operating Profit(Loss)	(2,961)	(4%)	139,862	63%	(4,131)	(23%)			(22,428)	(42%)	8,039	69%	(42,996)	(42,997)	(42,997)	(42,997)	114,439	36%

Batavia Downs Gaming
Hotel Operations
For the Ten Months Ended October

	October Actual	October Plan	October YTD Actual	October YTD Plan
Room Revenue	193,000	121,000	1,018,000	852,000
Comped Room Revenue			25,000	
Misc Revenue	1,000		4,000	2,000
Total Revenue	194,000	122,000	1,047,000	854,000
Total Revenue	194,000	122,000	1,047,000	854,000
Payroll	64,000	44,000	394,000	268,000
Payroll Taxes & Employee Benefits	10,000	10,000	65,000	61,000
Total Payroll/Related	75,000	55,000	449,000	329,000
Real Estate Taxes and Rent	3,000	4,000	25,000	26,000
Telephone	1,000	2,000	9,000	10,000
Utilities	8,000	7,000	52,000	49,000
Maintenance - General	1,000	2,000	26,000	11,000
Small Equipment/Equipment Rental		1,000	3,000	8,000
Uniform Expense				1,000
Computer Charges	6,000			1,000
Advertising/Promotional	(5,000)	4,000	31,000	31,000
Marketing Requested Reimbursement	(6,000)	4,000	44,000	31,000
Travel & Reimbursements			(44,000)	25,000
Supplies & Related	9,000	5,000	2,000	3,000
Food Cost	8,000		31,000	37,000
Insurance	3,000		40,000	4,000
Professional Services	8,000	3,000	18,000	16,000
Interest Expense		7,000	47,000	42,000
Postage			60,000	
Dues and Fees				
Bank Fees and Charges				1,000
Credit Card Fees	15,000	3,000	23,000	1,000
Other Expense		7,000		22,000
Other Operating Expense	52,000	50,000	366,000	324,000
Total Operating Expense	127,000	104,000	814,000	653,000
Operating Profit/Loss	67,000	17,000	233,000	201,000

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

PERSONNEL COMMITTEE MEETING

**Wednesday, December 1, 2021
3:00 p.m.**

**Elliott Winter, Chairperson
Richard D. Bianchi, Ex-Officio
Edward F. Morgan, Ex-Officio**

**Richard E. Haberer, Member
Susan May, Member
Richard L. Ricci, Member
Thomas P. Wamp, Member**

AGENDA

1. Executive Session

1a. Executive session for the discussion of the 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.

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

LEGISLATIVE COMMITTEE

Wednesday – December 1, 2021

3:30 p.m.

Allan Hendrickson, Chairman
Richard Siebert, Vice Chairman
Paul Lattimore, Jr., Member
Phil Barnes, Member
Francis Warthling, Member

Richard Bianchi, Ex-Officio
Edward Morgan, Ex-Officio

AGENDA

Legislative Update

H. Wojtaszek

Resolution #100-2021
Upstate Strategic Advisors LLC

H. Wojtaszek

Resolution #101-2021
Mercury

RESOLUTION #100-2021

WHEREAS, the Western Regional Off-Track Betting Corporation ("Western") has previously entered into an agreement with Upstate Strategic Advisors, LLC. ("Upstate"); and

WHEREAS, Western previously engaged Upstate to act as a consultant for purposes of assisting Western to enhance its operations. Upstate will continue to provide professional guidance, strategic advice and to work and perform with the intent to help Western increase their revenue and improve their marketing strategies; and

WHEREAS, Western would like to continue to engage Upstate for such purposes; and

WHEREAS, the Board desires to enter into a six (6) month extension agreement with Upstate effective January 1, 2022 through June 30, 2022 at the rate of \$3,500.00 per month; and therefore, be it

RESOLVED, that Western enter into a six (6) month extension agreement with Upstate for the period of January 1, 2022 through June 30, 2022, at the rate of \$3,500.00 per month for the services set forth above; and further

RESOLVED, that an officer of Western is directed to execute such a document necessary as to further this Resolution.

Respectfully Submitted,

Allan Hendrickson, Chairman
Legislative Committee

Dated: December 2, 2021
Batavia, New York

RESOLUTION #101 -2021

WHEREAS, the Western Regional Off-Track Betting Corporation ("Western") has previously entered into an agreement with Mercury Public Affairs LLC ("Mercury") for purposes of providing Western certain consulting services as a liaison with various government officials; and

WHEREAS, Western would like to continue to engage Mercury for such purposes; and

WHEREAS, the Board desires to enter into a six (6) month extension to the agreement with Mercury for the amount of \$8,000.00 per month, covering the period from January 1, 2022 through June 30, 2022; and therefore, be it

RESOLVED, that Western agrees to enter into an extension to the agreement with Mercury for the amount of \$8,000.00 per month, covering the six (6) month period from January 1, 2022 through June 30, 2022, along the same terms and conditions of the agreement previously entered into between the parties.

RESOLVED, that an officer of Western is directed to execute such documents as to further this extension to the Agreement.

Respectfully Submitted,

Allan Hendrickson, Chairman
Legislative Committee

Dated: December 2, 2022
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

INSURANCE COMMITTEE

**Wednesday December 1, 2021
3:45 p.m.**

Susan May, Chairperson
Ron Darrow, Vice Chairman
Dennis Bassett, Member

Richard Bianchi, Ex-Officio
Edward Morgan, Ex-Officio

AGENDA

Insurance Committee – Did Not Meet

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

ADVERTISING AND PROMOTIONS COMMITTEE AGENDA

Wednesday, December 1, 2021

2:30 P.M.

**Susan May, Chairperson
Ken Lauderdale, Vice-Chair
Richard Bianchi, Ex-Officio
Ed Morgan, Ex-Officio**

**Paul Lattimore Jr. Member
Michelle Parmer-Gamer, Member
Richard Ricci, Member
Francis Warthling, Member
Michael Horton, Member**

AGENDA

- 1. Branch Marketing Update**
- 2. Gaming Marketing Update**

- T. Haight

- R. Hasenauer

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

AUDIT COMMITTEE MEETING

Thursday – December 2, 2021 9:00 a.m.

Dennis Bassett, Chairman
Richard Haberer, Vice-Chairman
Richard Siebert, Member
Michelle Parmer-Garner, Member
Michael Horton, Member

Richard Bianchi, Ex-Officio
Edward Morgan, Ex-Officio

AGENDA

1. Pre-Audit Presentation - The Bonadio Group

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BATAVIA DOWNS OPERATIONS COMMITTEE

Wednesday – December 1, 2021
1:00 P.M.

Edward Morgan, Chairman
Richard Siebert, Vice-Chairman
Richard Bianchi, Ex-Officio

Ken Lauderdale, Member
Richard Haberer, Member
Elliott Winter, Member
Allan Hendrickson, Member
Thomas Wamp, Member

AGENDA

- | | |
|---|--------------|
| 1. Live Racing Update | T. Haight |
| 2. Gaming Floor Update | S. Schiano |
| 3. Hotel Update | H. Wojtaszek |
| 4. Concert Update | H. Wojtaszek |
| 5. Warehouse Update | H. Wojtaszek |
| 6. Park Road Update | H. Wojtaszek |
| 7. Resolution #72-2021 Pepsi | M. Glor |
| 8. Resolution #94-2021 Booking.com | M. Glor |
| 9. Resolution #95-2021 Kim Crawford | M. Glor |
| 10. Resolution #96-2021 US Food Service | M. Glor |
| 11. Resolution #97-2021 Expedia.com | M. Glor |

- | | |
|---|---------|
| 12. Resolution #98-2021 Travel Click | M. Glor |
| 13. Resolution #99-2021 Schneider's Seafood & Meats | M. Glor |
| 14. Resolutions #102-2021 US Food Services Inc. | M. Glor |
| 15. Resolution #103-2021 EI Team | M. Glor |

RESOLUTION #72-2021

WHEREAS, Western Regional Off-Track Betting Corporation ("Western") has previously purchased various beverages and related supplies for its Batavia Gaming facility restaurant and concessions stand operations from Pepsi Bottling Group ("Pepsi"); and

WHEREAS, staff recommends that Western continue to purchase Pepsi products to service its Batavia Gaming facility restaurants and concession stands along the terms set forth in the attached agreement; and

WHEREAS, that the Board of Directors of Western wish to enter into an agreement with Pepsi to purchase its products for use at Western's Batavia Gaming facility at a cost of \$175,00.00; now therefore be it

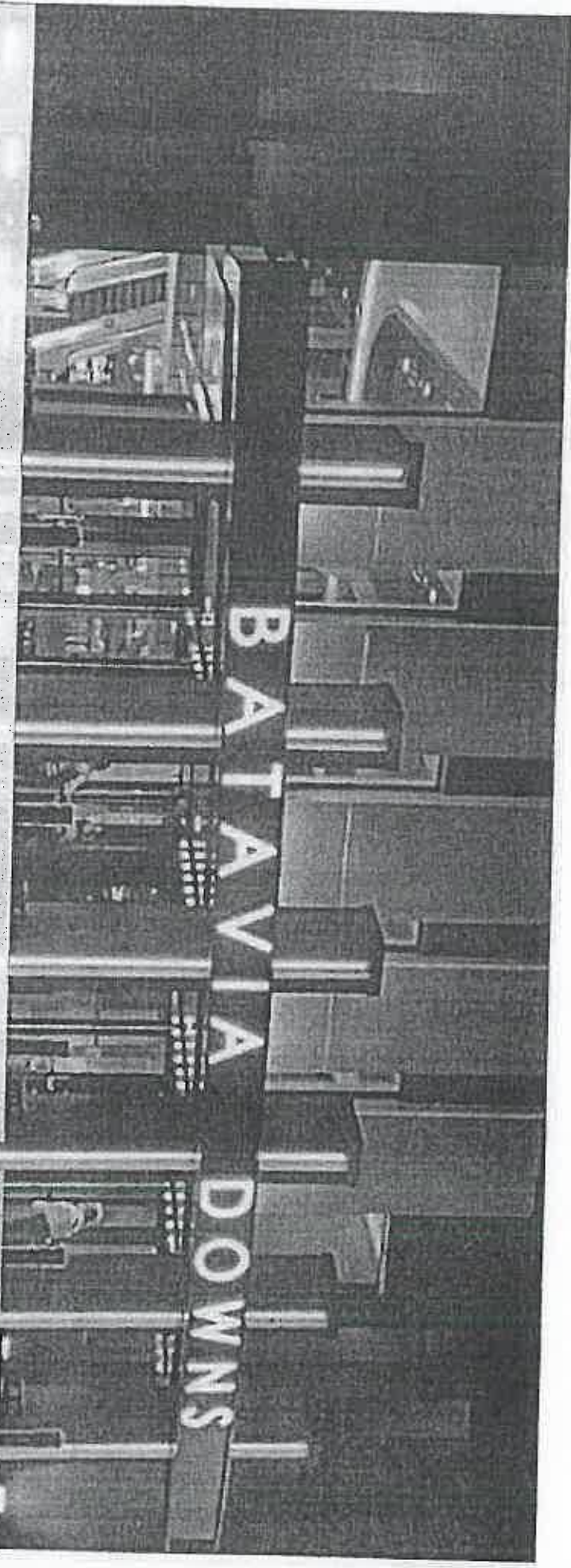
RESOLVED, that the Board of Directors of the Western hereby approve the purchase of Pepsi products for use at its Batavia Gaming facility restaurants and concession stands as set forth in the attached agreement; and, be it further

RESOLVED, that an officer of this Corporation is authorized to execute an agreement in furtherance of the Board's approval of this resolution.

Respectfully submitted,

Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: December 2, 2021
Batavia, New York



Partnership Proposal

BATAVIA DOWNS GAMING/HOTEL/WNY OTB SEPTEMBER 2021

NON-CONCERT / ON PREMISE EXCLUSIVE SOFT DRINK BEVERAGE PROPOSAL



pepsi

Current Contract Details

CURRENT DEAL
January 1, 2017-January 1, 2022

CONTRACTED FINANCIALS:

- Dining Alliance Pricing
- Dining Alliance pays \$8500 in year 1
- Dining Alliance will pay \$3 per gallon rebate
- Pepsi pays \$1500 annual development funds

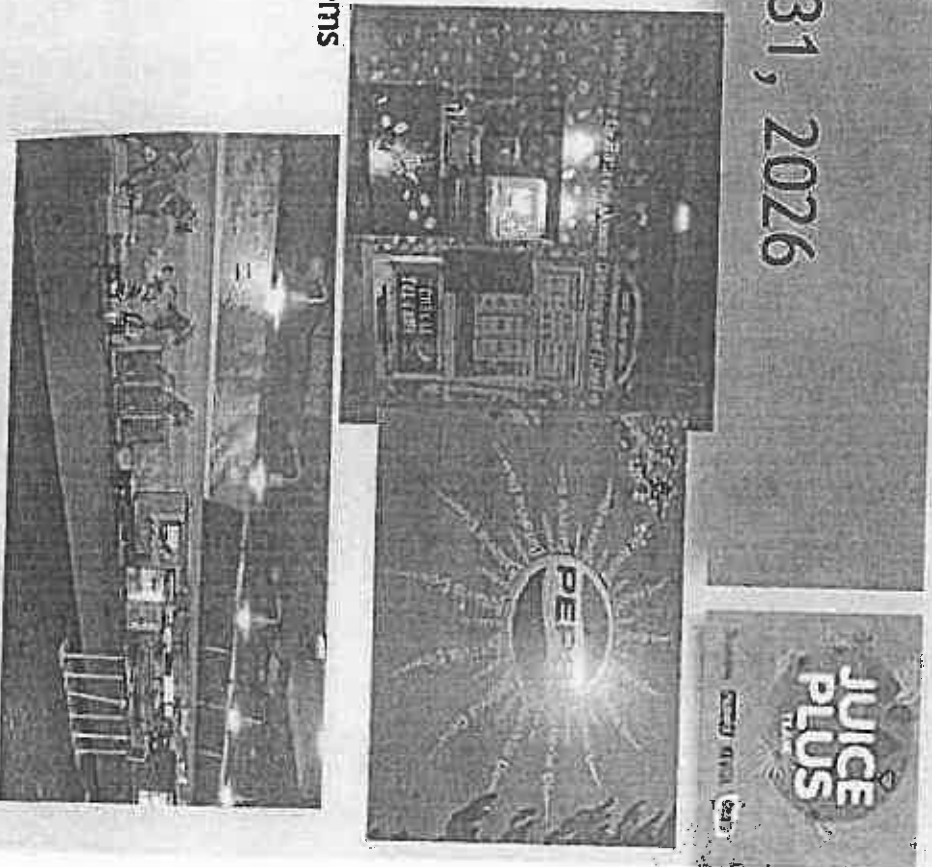
ADDITIONAL PEPSI SUPPORT:

- Marketing items delivered when requested
- 315 cases of Aquafina for concerts



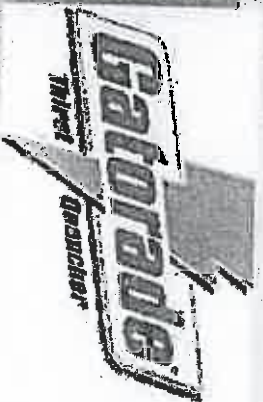
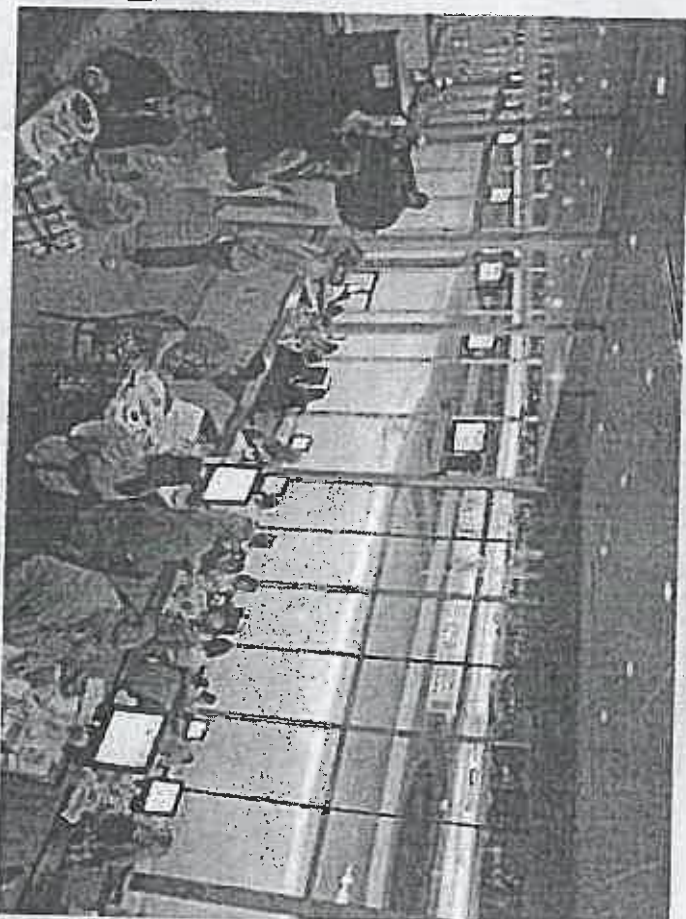
5 YEAR PROPOSAL JANUARY 1, 2022-DECEMBER 31, 2026

- Later of 5 years-44,000 gallons/cases
- Local Pepsi pricing-pulled out of Dining Alliance
- \$1500 annual development funds
- \$8500 signing bonus-payable when contract is signed
- \$1 per case rebate on all cases (except free goods & cups)
- \$3 per gallon rebate on all fountain boxes
- \$2000 in annual marketing-use or lose toward agreed upon items moving forward
- 15 cases 12oz cups free annually (\$1271 value)-buy our cups
- Year supply of Pepsi Promo-26 case pack Aquafina, 26 cases of canned soda annually (52 cases total-\$350 value)
- Sign on racetrack
- Graphics on office windows to gaming floor (\$1200 value)



7 YEAR PROPOSAL JANUARY 1, 2022-DECEMBER 31, 2028

- Later of 7 years-63,000 gallons/cases
- Local Pepsi pricing-pulled out of Dining Alliance
- \$2500 annual development funds
- \$8500 signing bonus when contract is signed & \$4500 -2 year extension bonus payable year 6
- \$1 per case rebate on all cases (except free goods & cups)
- \$3 per gallon rebate on all fountain boxes
- \$2000 in annual marketing-use or lose toward agreed upon items
- 15 free cases of 12oz cups (\$1271 value) buy our cups moving forward
- Year supply of Pepsi Promo-26 case pack Aquafina, 26 cases of canned soda annually (52 cases total-\$350 value)
- Sign on racetrack
- Graphics on office windows to gaming floor (\$1200 value)



Contract Year 1

Item Description	Dining Alliance			Pepsi			Dead Net			2021 NATIONAL ACCOUNT PRICING			Invoice		
	Cost	Pack	Rebate	Cost	Pack	Rebate	Price	Pack	Rebate	Price	Pack	Cost	Rebate	Price	
Aquafina Case Pack	16.90z \$10.32/58.79	24	\$	9.75	\$	1	8.75	5	\$	17.32	\$	3	\$	14.32	
Fruppuccino	13.7oz 12L \$ 30.20	12	\$	29.75	\$	1	28.75	3	\$	17.54	\$	3	\$	15.91	
Ocean Spray/Dole	15.2oz 12L \$ 15.59	12	\$	15.95	\$	1	14.95	3	\$	18.18	\$	3	\$	15.08	
Tropicana Pure Premium	12oz 12L \$ 16.63	12	\$	16.25	\$	1	15.25	5	\$	17.32	\$	3	\$	14.32	
Noted Juice	15.2oz 8L \$ 19.72	8	\$	19.25	\$	1	18.25	3	\$	17.91	\$	3	\$	14.91	
Aquafina	20oz 24L \$ 18.37	24	\$	13.25	\$	1	12.25	3	\$	13.31	\$	3	\$	10.31	
Lipton Pure Leaf	18.5oz 12L \$ 19.68	12	\$	16.50	\$	1	15.50	1	\$	24.72	\$	3	\$	21.72	
Budly	Can 16oz 12L \$ 10.92	24	\$	10.92	\$	1	9.92	3	\$	17.91	\$	3	\$	15.91	
Gatorade	20oz 24L \$ 29.48	24	\$	21.75	\$	1	20.75	3	\$	17.91	\$	3	\$	14.91	
Voss Spring Water	500 ML \$ 25.00	24	\$	25.10	\$	1	24.10	3	\$	54.23	\$	3	\$	51.23	
Rocketstar Energy	Can 16oz 12L \$ 18.30	12	\$	18.00	\$	1	17.00	3	\$	35.99	\$	3	\$	32.99	
Bang Energy	Can 16oz 12L \$ 21.84	12	\$	21.00	\$	1	20.00	3	\$	17.91	\$	3	\$	14.91	
Mountain Dew Kickstart	Can 16oz 12L \$ 30.00	12	\$	16.00	\$	1	15.00	3	\$	36.68	\$	3	\$	33.68	
Amp Energy	Can 16oz 12L \$ 30.71	12	\$	22.00	\$	1	21.00	3	\$	17.91	\$	3	\$	14.91	
Mountain Dew Rise	Can 16oz 12L \$ 21.00	12	\$	21.60	\$	1	20.00	3	\$	17.91	\$	3	\$	14.91	
Carbonated Soft Drinks	Can 16oz 12L \$ 12.63	24	\$	14.25	\$	1	13.25	3	\$	17.91	\$	3	\$	14.91	
Carbonated Soft Drinks	Can 16oz 12L \$ 26.93	24	\$	26.50	\$	1	21.75	3	\$	17.91	\$	3	\$	14.91	
1 Liter Bottles	1 Liter 12L \$ 25.16	15	\$	22.00	\$	1	21.00	2,000	\$	84.74	\$	4.2	\$	80.74	
Sobe Life Water	20oz 24L \$ 23.07	12	\$	17.38	\$	1	12.63	17 oz Cup							

Dining Alliance & Pepsi

Supplies

On Invoice

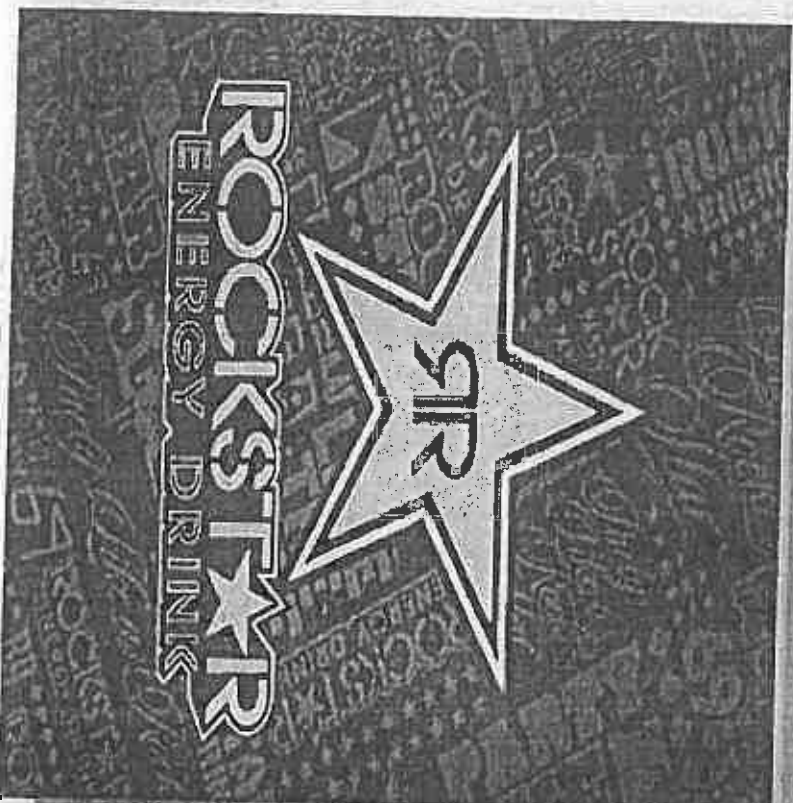
2,000 \$ 84.74 4.2 cents each

CONTRACT VALUE

Company	Signing Bonus	Development Funds	Estimated Gallon Rebates	Estimated Case Rebates	Marketing	Free Cups	GRAPHICS	Years Supply of Pepsi	Total
Pepsi 5 year	\$8,500	\$7,500	\$124,500	\$2,500	\$10,000	\$6,355	\$1200	\$1,750	\$162,305
Pepsi 7 year	\$13,000	\$17,500	\$178,500	\$2,500	\$15,000	\$8,897	\$1200	\$2,450	\$239,047
Dining Alliance 5 year	\$8,500	\$7,500	\$112,500	\$0	\$0	\$0	\$0	\$0	\$128,500

CONTRACT VALUE
 Water account will end at year's end. Estimates are based below your average.

PARTY LIKE A ROCKSTAR..... OR HAVE FAKE WIIINGGS?



RESOLUTION #94-2021

WHEREAS, Western Regional Off-Track Betting Corporation ("Western") owns and operates the Batavia Downs Hotel; and

WHEREAS, Western requires that it engages an online reservation system to facilitate room bookings throughout the year; and

WHEREAS, that staff recommend to the Board of Directors of the Western that it engages the services of Booking.com to provide such online reservation services for the Batavia Downs Hotel for the 2022 year for an amount not to exceed \$35,000.00; now therefore, be it

RESOLVED, that the Board of Directors of the Western agrees to engage the services of Booking.com to provide an online reservation system for the Batavia Downs Hotel for the 2022 year in an amount not to exceed \$35,000.00; and, be it further

RESOLVED, that an Officer of Western is authorized to execute an agreement in furtherance of the Board's resolution.

Respectfully submitted,

Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: December 2, 2021
Batavia, New York

RESOLUTION #95-2021

WHEREAS, it is the responsibility of Western Regional Off-Track Betting Corporation ("Western") to maintain the physical condition of the horse racing track at Batavia Downs; and

WHEREAS, Western annually resurfaces and re-banks the racetrack prior to the beginning of the race season; and

WHEREAS, Kim Crawford ("Crawford") will provide professional consulting services to Western in respect to the resurfacing and re-banking of the horse race track at Batavia Downs for the amount of \$60,000.00 for the 2022 race season and \$65,000 for the 2023 race season; and

WHEREAS, Staff recommends that the Board of Directors of Western enter into an agreement with to Crawford to provide professional consulting services regarding the resurfacing and re-banking of the horse race track at Batavia Downs; and therefore, be it

RESOLVED, that the Board of Directors of Western hereby approve an agreement with Crawford to provide professional consulting services in respect to the resurfacing and re-banking the horse racetrack at Batavia Downs in the amount of \$60,000 for the 2022 race season and \$65,000 for the 2023 race season: and further

RESOLVED, that an officer of Western is authorized to execute such documentation in furtherance of the Board's resolution.

Respectfully submitted,

Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: December 2, 2021
Batavia, New York

CONTRACTOR AGREEMENT

THIS AGREEMENT is entered into on December 08, 2021, effective as of May 15, 2022 (the "Effective Date"), between WESTERN REGIONAL OFF-TRACK BETTING CORPORATION, a public benefit corporation, with principal offices at 8315 Park Road, Batavia, New York 14020 ("WESTERN"), and Kim Crawford an individual residing at 181 Gronczniak Road, Stillwater, NY 12170 ("CONTRACTOR").

WITNESSETH:

WHEREAS, WESTERN is the owner and operator of Batavia Downs, a harness horse race track that conducts live pari-mutuel racing and wagering. Batavia Downs will conduct live racing in 2022 and 2023 with 56 live race dates between July 20, 2022 and December 10, 2022 and 54 live racing dates in 2023 from July 19, 2023 through December 9, 2023 and desires to engage the services of CONTRACTOR, subject to the terms and conditions hereinafter set forth; and

WHEREAS, CONTRACTOR desires to provide specialized services to WESTERN during the term of this agreement subject to the terms and conditions hereinafter set forth;

NOW THEREFORE, in consideration of the above premises and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties hereto agree as follows:

1. Engagement. WESTERN hereby engages CONTRACTOR, and CONTRACTOR hereby agrees to serve WESTERN, providing professional associated services to WESTERN, such services being more particularly described in the attachment hereto (Exhibit A), and by reference made a part hereof. CONTRACTOR will be referenced as "Racetrack Consultant," providing services on behalf of WESTERN.

a). CONTRACTOR will provide services to WESTERN as "Racetrack Consultant" at Batavia Downs during the term of this agreement. CONTRACTOR shall be required to work from May 15 in 2022 and 2023 until the racetrack is deemed ready, no later than June 15, 2021 and then weekly effective the week of July 11, 2022 and July 10, 2023. In addition CONTRACTOR will be available with reasonable notice for telephone consultations throughout the term of contract. CONTRACTOR shall be paid a contractual rate. The payment schedule is listed in (Exhibit B).

2. Term. The term of this Agreement will commence as of the Effective Date and will continue until December 10, 2022 and December 09, 2023 or the completion of the aforementioned live race meet, unless canceled with or without cause by WESTERN upon seven (7) calendar days' written notice.

3. Base Compensation. WESTERN will pay CONTRACTOR at total of 60,000 in 2022 and \$65,000 in 2023 for his services rendered in one lump sum of \$15,000, Payable May 15, 2022 and May 15, 2023 until the racing season commences as set forth above. Then, the remaining payments shall be made to CONTRACTOR bi-weekly once the live racing season starts on July 20, 2022 and July 19, 2023 will continue through the end of the racing season, December 10, 2022 and December 09, 2023.

4. Participation in Benefit Plans. CONTRACTOR shall not be entitled to participate in or receive benefits under any benefit plans offered to WESTERN's employees, including but not limited to health care, dental care, pension, unemployment benefits, workers compensation or disability benefits eligibility.

5. Proprietary Work, Product and Confidential Information. CONTRACTOR acknowledges and agrees that as a result of the services to be provided hereunder, CONTRACTOR may acquire knowledge and information of a secret and confidential nature. CONTRACTOR further acknowledges and agrees that this information constitutes valuable property of WESTERN, and also that confidential information of others may be received by WESTERN with restrictions on its use and disclosure. Accordingly, CONTRACTOR agrees that:

(i) CONTRACTOR shall not, at any time during the term of this Agreement or thereafter, disclose to anyone outside WESTERN or use in other than WESTERN business any secret or confidential information of WESTERN or its subsidiaries or affiliates, except as authorized by WESTERN. WESTERN information which is not readily available to the public shall be considered secret and confidential for the purpose of this Agreement and shall include, but not be limited to, information relating to WESTERN, its customers, processes, products apparatus, data, compounds, business studies, business and contracting plans, business procedures and finances;

(ii) CONTRACTOR shall not, at any time during the term of this Agreement or thereafter, disclose to any other person or use secret or confidential information of others, which, to the knowledge of CONTRACTOR, has been disclosed to WESTERN with restriction on the use or disclosure thereof, in violation of those restrictions.

(iii) Notwithstanding the foregoing, CONTRACTOR shall not be liable for the disclosure of information, which may otherwise be deemed confidential hereunder, if:

(a) the information is in, or becomes part of, the public domain, other than by CONTRACTOR's disclosure of the information;

(b) the information is furnished to a third party by WESTERN without restriction on the third party's right to disseminate the information;

- approval; or
- (c) the information is disclosed with WESTERN's written
 - (d) the information is compelled to be revealed via subpoena, civil investigative demand or other judicial or administrative process.

The provisions of this Section 5 shall survive the termination or expiration of the term of this Agreement.

6. Indemnification. WESTERN hereby agrees to indemnify and hold harmless CONTRACTOR to the full extent lawful, from and against any and all losses, claims, damages or liabilities (collectively, "Losses") incurred by him (including all fees and expenses of CONTRACTOR's reasonable travel and other out-of-pocket expenses incurred at the WESTERN's request, provided, however, that the WESTERN shall have no obligation to indemnify and hold harmless CONTRACTOR in respect of any Losses or expenses which are finally judicially determined to have resulted from the gross negligence or willful misconduct of CONTRACTOR in fulfilling its duties under this agreement.
7. Assignment. Neither party may assign its rights or its obligations under this Agreement.
8. Governing Law. This Agreement shall be governed by and construed in accordance with the laws of the State of New York applicable to contracts made and to be performed entirely within such State and any dispute resolution brought shall be initiated in New York Supreme Court venued in Genesee County.
9. Amendments. No amendment or modification of any provision of this Agreement shall be effective unless made in a writing signed by each of the parties hereto which specifically references this Agreement.
10. No Waiver; Cumulative Remedies. No failure or delay on the part of any party in exercising any right, power or remedy hereunder shall operate as a waiver thereof, nor shall any single or partial exercise of any such right, power or remedy preclude the exercise of any other right, power or remedy. The remedies herein provided are cumulative and not exclusive of any remedies available at law or in equity.
11. Headings. Headings in this Agreement are for convenience only and shall not be used to interpret or construe its provisions.
12. Counterparts. This Agreement may be executed in any number of counterparts, each of which shall be deemed an original and all of which together shall constitute one and the same instrument.
13. Independent Contractor Relationship: CONTRACTOR shall serve as an independent contractor to WESTERN pursuant to the terms and conditions of this

Agreement, and this Agreement does not create and shall not be construed to create a relationship of principal and agent, joint venture, partnership, employer and employee, master and servant or any similar relationship between **CONTRACTOR** and **WESTERN**, and the parties hereto expressly deny the existence of any such relationship.

CONTRACTOR acknowledges that the sums paid to **CONTRACTOR** by **WESTERN** are, under ordinary circumstances, subject to federal and state income taxes; that the sums paid to **CONTRACTOR** are "gross" payments without any deduction retained by **WESTERN** for such federal or state income taxes, FICA or other such associated obligations; and that **WESTERN** has no obligation nor makes any payments under provisions of federal or state labor or tax laws, and that **CONTRACTOR** may be obliged to make payments in lieu thereof.

IN WITNESS WHEREOF, each party has executed and delivered this Agreement by its duly authorized officer as of the Effective Date.

WESTERN Regional Off-Track Betting Corporation

Dated: _____

By _____
Henry F. Wojtaszek, President/CEO/General Counsel

CONTRACTOR

Dated _____

By _____
Kim Crawford

RESOLUTION #96-2021

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to provide the best dining experience to its patrons at Western's Batavia Downs restaurants; and

WHEREAS, Western had previously approved a blanket purchase order for the purchase of various food commodities and related items from US Foodservice Inc. ("US Food") for the 2021 calendar year; and

WHEREAS, Western requires a supplemental blanket purchase order in the amount of \$150,000.00 for use by the Food & Beverage Department through 2021; and

WHEREAS, staff requests that the Board of Directors of Western approve a supplemental blanket purchase order in an amount not to exceed \$150,000.00 with US Food for the purchase of various food commodities and related products through the end of 2021; now therefore

BE IT RESOLVED, that the Western's Board of Directors hereby approves a supplemental blanket purchase order in an amount not to exceed \$150,000.00 from US Food through the end of 2021; 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,

Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: December 2, 2021
Batavia, New York

RESOLUTION #97-2021

WHEREAS, Western Regional Off-Track Betting Corporation ("Western") owns and operates the Batavia Downs Hotel; and

WHEREAS, Western requires that it engages an online reservation system to facilitate room bookings throughout the year; and

WHEREAS, that staff recommend to the Board of Directors of the Western that it engages the services of Expedia to provide such online reservation services for the Batavia Downs Hotel for the 2022 year for an amount not to exceed \$35,000.00; now therefore, be it

RESOLVED, that the Board of Directors of the Western agrees to engage the services of Expedia to provide an online reservation system for the Batavia Downs Hotel for the 2022 year in an amount not to exceed \$35,000.00; and, be it further

RESOLVED, that an Officer of Western is authorized to execute an agreement in furtherance of the Board's resolution.

Respectfully submitted,

Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: December 2, 2021
Batavia, New York

RESOLUTION #98-2021

WHEREAS, Western Regional Off-Track Betting Corporation ("Western") owns and operates the Batavia Downs Hotel; and

WHEREAS, Western requires that it engages an online reservation system to facilitate room bookings throughout the year; and

WHEREAS, that staff recommend to the Board of Directors of the Western that it engages the services of Travel Click to provide such online reservation services for the Batavia Downs Hotel for the 2022 year for an amount not to exceed \$60,000.00; now therefore, be it

RESOLVED, that the Board of Directors of the Western agrees to engage the services of Travel Click to provide an online reservation system for the Batavia Downs Hotel for the 2022 year in an amount not to exceed \$60,000.00; and, be it further

RESOLVED, that an Officer of Western is authorized to execute an agreement in furtherance of the Board's resolution.

Respectfully submitted,

Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: December 2, 2021
Batavia, New York

RESOLUTION - #99-2021

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to provide the best dining experience to its patrons at Western's Batavia Downs restaurants; and

WHEREAS, Western had previously approved a blanket purchase order for the purchase of various food commodities and related items from Schneider's Seafood and Meats. ("Schneider") for the 2021 calendar year; and

WHEREAS, Western requires a supplemental blanket purchase order in the amount of \$75,000.00 for use by the Food & Beverage Department through 2021; and.

WHEREAS, staff requests that the Board of Directors of Western approve a supplemental blanket purchase order in an amount not to exceed \$75,000.00 with Schneider's for the purchase of various food commodities and related products through the end of 2021; now therefore

BE IT RESOLVED, that the Western's Board of Directors hereby approves a supplemental blanket purchase order in an amount not to exceed \$75,000.00 from Schneider's through the end of 2021; 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,

Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: December 2, 2021
Batavia, New York

RESOLUTION - #102-2021

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to provide the best dining experience to its patrons at Western's Batavia Downs restaurants; and

WHEREAS, Western had previously approved a blanket purchase order for the purchase of various food commodities and related items from US Foodservice Inc. ("US Food") for the 2021 calendar year; and

WHEREAS, Western requires a supplemental blanket purchase order in the amount of \$75,000.00 for use by the Food & Beverage Department through 2021; and

WHEREAS, staff requests that the Board of Directors of Western approve a supplemental blanket purchase order in an amount not to exceed \$75,000.00 with US Food for the purchase of various food commodities and related products through the end of 2021; now therefore

BE IT RESOLVED, that the Western's Board of Directors hereby approves a supplemental blanket purchase order in an amount not to exceed \$75,000.00 from US Food through the end of 2021; 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,

Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: December 2, 2021
Batavia, New York



2000 Sheridan Drive
Batavia, NY 14221-7975

Telephone (716) 372-2300
Facsimile (716) 372-2001
e-mail bbaker@bataviadown.com

Batavia Downs Gaming
Attn: Ms. Meghan Glor
8315 Park Road
Batavia, NY 14020

Invoice No 23631
Date 11/19/2021
Proj No 191105

Re: Batavia Downs Warehouse

Professional services for the Batavia Downs Warehouse.
Invoice is for additional services as follows;
Revisions to project drawings - design changes including floor plan,
roof plan, elevations, footers, etc.. For submittal to the City of Batavia for
obtaining permit. Review & approval of submittals and responding to RFI's.
Services rendered between 09/02/2021 to 11/06/2021.

Staff Member	Hours	Rate	Sub-Total
Senior Department Manager	107.00	\$ 165.00	\$ 17,665.00
Non-License Architect	10.00	\$ 105.00	\$ 1,050.00
Non-License Engineer	4.00	\$ 115.00	\$ 460.00
Total	121.00		\$ 19,165.00

Total Due This Invoice: \$ 19,165.00

Batavia Downs
 Project #191105
 Hours 09/02/2021 to 11/06/2021

Date	Name	Notes	Duration	Rate	Total
Batavia Downs 191105 - Batavia Downs - Warehouse					
Szatkowski, Ronald J.					
09/02/2021	Szatkowski, Ronald J.	Respond to RFI. Review submittals	2.00		
09/03/2021	Szatkowski, Ronald J.	Respond to RFI. Review submittals	2.00		
09/07/2021	Szatkowski, Ronald J.	Respond to RFI. Review submittals	2.00		
09/08/2021	Szatkowski, Ronald J.	Respond to RFI. Review submittals	2.00		
09/09/2021	Szatkowski, Ronald J.	Respond to RFI. Review submittals	2.00		
09/10/2021	Szatkowski, Ronald J.	Respond to RFI. Review submittals	2.00		
09/13/2021	Szatkowski, Ronald J.	Respond to RFI. Review submittals	2.00		
09/14/2021	Szatkowski, Ronald J.	Review submittals	3.00		
09/16/2021	Szatkowski, Ronald J.	Review submittals	2.00		
09/22/2021	Szatkowski, Ronald J.	Submittal reviews	1.50		
09/23/2021	Szatkowski, Ronald J.	Submittal reviews	2.00		
09/24/2021	Szatkowski, Ronald J.	Submittal reviews	2.00		
		Review prefab building shop drawings and calculate anchor sizes and length based on reactions			
09/28/2021	Szatkowski, Ronald J.	Review prefab building shop drawings and calculate anchor sizes and length based on reactions	8.00		
		Review prefab building shop drawings and calculate anchor sizes and length based on reactions			
09/29/2021	Szatkowski, Ronald J.	Review prefab building shop drawings and calculate anchor sizes and length based on reactions	1.50		
		Review prefab building shop drawings and calculate anchor sizes and length based on reactions			
09/30/2021	Szatkowski, Ronald J.	Review prefab building shop drawings and calculate anchor sizes and length based on reactions	4.00		
		Review prefab building shop drawings and calculate anchor sizes and length based on reactions			
10/01/2021	Szatkowski, Ronald J.	Review prefab building shop drawings and calculate anchor sizes and length based on reactions	2.00		
		Review prefab building shop drawings and calculate anchor sizes and length based on reactions			
10/04/2021	Szatkowski, Ronald J.	Review emails and respond. Review submittals. Update foundation	4.00		
		Review emails and respond. Review submittals. Update foundation			
10/08/2021	Szatkowski, Ronald J.	Review emails and respond. Review submittals. Update foundation	2.00		
		Review emails and respond. Review submittals. Update foundation			
10/12/2021	Szatkowski, Ronald J.	Review emails and respond. Review submittals. Update foundation	4.00		
		Review emails and respond. Review submittals. Update foundation			
10/13/2021	Szatkowski, Ronald J.	Review emails and respond. Review submittals. Update foundation	6.00		
		Review emails and respond. Review submittals. Update foundation			
10/14/2021	Szatkowski, Ronald J.	Review emails and respond. Review submittals. Update foundation	2.00		
10/19/2021	Szatkowski, Ronald J.	Resize footers and finish drawing	6.00		
10/20/2021	Szatkowski, Ronald J.	Resize footers and finish drawing	7.00		
10/21/2021	Szatkowski, Ronald J.	Resize footers and finish drawing	2.00		
10/26/2021	Szatkowski, Ronald J.	Update dwgs and set up for delivery	8.00		
10/27/2021	Szatkowski, Ronald J.	Convert dwgs to pdf and print out 3 sets of dwgs	4.00		
		Update dwgs and set up for delivery			
11/01/2021	Szatkowski, Ronald J.	Convert dwgs to pdf and print out 3 sets of dwgs	8.00		
		Update dwgs and set up for delivery			
11/02/2021	Szatkowski, Ronald J.	Convert dwgs to pdf and print out 3 sets of dwgs	5.00		
11/03/2021	Szatkowski, Ronald J.	Respond to Site Contractor RFI-2	4.00		

Batavia Downs
Project #191105

Hours 09/02/2021 to 11/06/2021
Reply to RFI. Call Geo tech. Charge to

11/03/2021	Szatkowski, Ronald J.	Batavia Downs project	1.00		
11/04/2021	Szatkowski, Ronald J.	Review and issue new sets of DWGs, etc ..	4.00		
Total Szatkowski, Ronald J.			107.00	\$ 165.00	\$ 17,655.00
Arutunian, Vano					
10/27/2021	Arutunian, Vano	Revising Floor Plan, Roof Plan and Elevation	6.00		
11/01/2021	Arutunian, Vano	Revise the Architectural DWG. Transfer to the AutoCad and make PDF's	4.00		
Total Arutunian, Vano			10.00	\$ 105.00	\$ 1,050.00
Edwards, Brian A.					
09/13/2021	Edwards, Brian A.	Contractor Submittal Reviews	1.00		
11/01/2021	Edwards, Brian A.	Revisions 11-1-21-Electrical backgrounds replaced and updated all drawings	3.00		
Total Edwards, Brian A.			4.00	\$ 115.00	\$ 460.00
Total Batavia Downs: 191105 - Batavia Downs - Warehouse			121.00	\$ 19,165.00	\$ 19,165.00

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BRANCH OPERATIONS COMMITTEE MEETING

**Thursday, December 2, 2021
9:30 A.M.**

**Michelle Parmer-Garner, Chairperson
Francis Warthling, Vice-Chairperson
Richard D. Bianchi, Ex-Officio
Edward F. Morgan, Ex-Officio**

**Dennis Bassett, Member
Allan Hendrickson, Member
Mark Bombardo, Member**

AGENDA

- | | |
|-------------------------------|--------------------|
| 1) Branch Update | - Dina Pane |
| 2) E-Z Bet Update | - Dina Pane |
| 3) Batavia Bets Update | - Dina Pane |