

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BOARD OF DIRECTORS MEETING

April 27, 2022
10:00 a.m.

AGENDA

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

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BATAVIA DOWNS OPERATIONS COMMITTEE

Wednesday – April 27, 2022
1:00 P.M.

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

Ken Lauderdale, Member
Elliott Winter, Member
Thomas Wamp, Member
Mark Burr, Member

AGENDA

- | | |
|---|-------------------------------|
| 1. Gaming Floor Update | S. Schiano |
| 2. Hotel Update | H. Wojtaszek |
| 3. Warehouse Update | S. Kiedrowski
H. Wojtaszek |
| 4. Park Road Update | H. Wojtaszek |
| 5. Resolution #38-2022 EVERI | J. Leach |
| 6. Resolution #45-2022
B & G Food Service Pizza Oven | S. Kiedrowski |
| 7. Resolution #46-2022 Kraftwerks | S. Kiedrowski |
| 8. Resolution #49-2022
570 DAB 30, LLC | H. Wojtaszek |

RESOLUTION - #38-2022

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

WHEREAS, a Kiosk system allows our customers to cash gaming vouchers, as well as to utilize an ATM function: and

WHEREAS, Western is in need of two (2) kiosks for the gaming floor at its Batavia Downs location; and

WHEREAS, Everi Corp. ("Everi") is a sole source vendor who proposes to provide two (2) CXC 5.0 kiosks including software, cassettes, connection training and installation to Western at a cost of \$110,216.00; and therefore, be it

RESOLVED, that the Western's Board of Directors accepts the proposal from Everi for two (2) CXC 5.0 kiosks with software, cassettes, connection training and installation for an amount not to exceed \$110,216.00; and

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

Respectfully submitted,

Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: April 28, 2022
Batavia, New York

RESOLUTION - #45-2022

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to operate its Batavia Downs location in the most efficient manner possible, while providing a comfortable experience to our patrons; and

WHEREAS, Western requires that a new pizza oven be purchased and installed in the Homestretch restaurant at the Batavia Downs location: and

WHEREAS, Western has sent out an RFP requesting pricing for a new pizza oven per specifications and B&G Food Service Equipment ("B&G") was the lowest responsible bidder for the total amount of \$25,358.31; and

WHEREAS, Staff recommends that the Board approves the purchase of the pizza oven from B&G as set forth herein; now therefore

BE IT RESOLVED, that the Western's Board of Directors hereby approves the purchase of a pizza oven from B&G in an amount not to exceed \$25,358.31; 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: April 28, 2022
Batavia, New York

RESOLUTION #46-2022

WHEREAS, Western requires the services of a professional design and fabrication firm to fabricate, render specifications and to provide and install pallet rack shelving for Western's new warehouse and cold storage facility at its Batavia Downs location; and

WHEREAS, staff is recommending to the Board of Directors of Western to accept Kraftwerks as the professional design firm together with their quote of \$45,043.00; and

WHEREAS, that the Board of Directors of the Western wishes to engage Kraftwerks as the professional design firm and to accept the quote of Kraftwerks to fabricate, render specifications and to provide and install pallet rack shelving for the new warehouse and cold storage facility; and, therefore be it

RESOLVED, that the Board of Directors of Western hereby accepts the quote of Kraftwerks in the amount of \$45,043.00 to provide professional design services, including to fabricate, render specifications and to provide and install pallet rack shelving for the new warehouse and cold storage facility; and further

RESOLVED, that an officer of Western 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: September 26, 2019
Batavia, New York

RESOLUTION #49-2022

WHEREAS, the Western Regional Off-Track Betting Corporation (“Western”) is the owner and operator of Batavia Downs Gaming located at 8315 Park Road, Batavia, New York; and

WHEREAS, at times Western requires additional parking for its gaming and hotel customers, as well as attendees at its concert series held at the Batavia location; and

WHEREAS, 570 DAB 30, LLC (“570 DAB”) is the owner of the property, formally used as a K-mart store, which is located adjacent to Western’s Batavia location; and

WHEREAS, 570 DAB is willing to provide Western with additional parking for the period June 1, 2022 through May 31, 2023 for the total amount of \$75,000.00; and

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the Western approve leasing additional parking from 570 DAB for the period June 1, 2022 through May 31, 2023 in the total amount of \$75,000.00; and

IT IS FURTHER, RESOLVED that an officer of Western is directed to execute such documents as to further this resolution.

Respectfully submitted,

Edward Morgan, Chairman
Batavia Downs Committee

Dated: April 28, 2022
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

PERSONNEL COMMITTEE MEETING

Wednesday, April 27, 2022

2:00 p.m.

Elliott Winter, Chairperson
Thomas P. Wamp, Vice-Chairperson
Richard D. Bianchi, Ex-Officio
Edward F. Morgan, Ex-Officio

Dennis Bassett, Member
Susan May, member
Richard L. Ricci, 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

Finance Committee Meeting
April 27, 2022
Batavia, New York

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

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

AGENDA

1. PPP Forgiveness – Hotel at Batavia Downs
 - Resolution #39-2022

- J. Leach
2. Jorns & Associates – Employee Retention Fund
Resolution #47-2022

- H. Wojtaszek
3. 2021 Corporate Investment Report

- J. Leach
4. Chief Financial Officer Report & BDG Financials
 - March 2022

- J. Leach
5. NYGA Weekly Numbers

- J. Leach

RESOLUTION #39-2022

WHEREAS, it is the responsibility of Western Regional Off-Track Betting Corporation ("Western") to operate the business in the most efficient and economically practical manner; and

WHEREAS, on March 15, 2021, Hart Hotels, received a \$177,082.00 PPP loan which funds were used to pay various expenses, including normal compensation to its employees at the Hotel at Batavia Downs; and

WHEREAS, Hart Hotels expended the proceeds of the PPP loan during 2021 calendar year; and

WHEREAS, Western purchased from Hart Hotels the Hotel at Batavia Downs; and

WHEREAS, Western received notice that the PPP loan related to the Hotel at Batavia Downs had been formally forgiven; and

WHEREAS, Western wishes to exclude its portion of the forgiveness of the PPP loan in the amount of \$81,335.48 from 2022 revenue; now therefore be it

RESOLVED, that the Board of Directors of Western authorize staff to exclude \$81,335.48 from 2022 revenue which amount represents Western's portion of the forgiveness of the PPP loan; and further

RESOLVED, that an officer of Western is authorized to take all steps necessary in furtherance of the Board's approval and consent.

Respectfully submitted,

Ken Lauderdale, Chairman
Finance Committee

Dated: April 28, 2022
Batavia, New York



tel. 585-343-1423
 fax. 585-343-6873
 www.westernotb.com



tel. 585-343-3750
 fax. 585-343-7773
 v.bataviadownsgaming.com

8315 Park Road
 Batavia, NY 14020

*Creating Revenues
 for Racing, State
 and Local
 Governments*

Current Member of:

*United States
 Trotting Association*

*American
 Horse Council*

*New York Thoroughbred
 Breeders' Inc.*

*Local Chambers
 of Commerce*

WESTERN REGIONAL OFF-TRACK
 BETTING CORPORATION

April 27, 2022

Mr. Kenneth Lauderdale, Chairman
 Members, Finance Committee
 Western Regional Off-Track
 Betting Corporation
 8315 Park Road
 Batavia, New York 14020

RE: Corporate Investment Report

Dear Members:

In accordance with the Investment Policy and Guidelines of this Corporation adopted by the Board of Directors on April 26, 2018, the following report for calendar year 2021 is submitted.

- 1) In 2021, the Corporation earned \$445 of interest income.
- 2) No monies were placed into an investment account in 2021.
- 3) No fees, commissions or other charges were paid in 2021 to any banks for purposes of securing investments.
- 4) The Corporation went through the process of securing bonds related to the purchase of The Hotel at Batavia Downs, as well as, refinancing all current outstanding debt. The proceeds of this bond issue totaled \$26,400,000.
- 5) The Paycheck Protection Loan (PPP) that was issued in 2020 through the Small Business Association (SBA) in the amount of \$3,151,700 was fully forgiven in June of 2021.
- 6) The 2021 financial report of the independent auditors has been completed. Their report shows no discrepancies between the Corporation's investment records and the results of the audit.

Sincerely,

Jacquelyne A. Leach
 Chief Financial Officer

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

<u>Operational Results - March 2022</u>	<u>March 2022</u>	<u>March 2021</u>	<u>March Plan</u>
Total Handle	\$4,629,182	\$5,849,346	\$5,925,000
\$ Variance		(1,220,164)	(1,295,818)
% Variance		-21%	-22%
VGM Net Win	\$7,019,810	\$5,236,568	\$5,417,401
\$ Variance		1,783,242	1,602,409
% Variance		34%	30%
Revenue net of Statutories	\$ 4,078,257	\$ 3,098,357	\$ 3,396,642
Operating Expenses	3,083,552	2,843,649	2,750,508
Earnings and Surcharge	994,705	254,708	646,134
Surcharge	58,661	80,241	93,436
Operational Earnings	\$ 936,044	\$ 174,467	\$ 552,698
\$ Variance		761,577	383,346
% Variance		437%	69%
PPP Forgiveness	81,335	0	0
Gain on sale of Delaware	0	193,320	0
Earnings Including Non-Operating Adjustments	\$ 1,017,379	\$ 367,787	\$ 552,698

Earnings are computed and distributed on a quarterly basis

* The Hotel at Batavia Downs PPP loan was fully forgiven by the SBA on 3/12/2022.

Resolution 39-2022 proposes to remove these forgiven funds from member distributions as funds were used during the COVID-19 pandemic for their intended purpose.

<u>Segment Performance:</u>	<u>March 2022</u>	<u>March 2021</u>	<u>March Plan</u>
BRANCH Earnings from Operations	\$ 97,399	\$ 153,278	\$ 285,682
Less: G&A Allocation	219,606	270,238	214,672
<u>Earnings (Losses) net of G&A Allocation</u>	<u>\$ (122,207)</u>	<u>\$ (116,960)</u>	<u>\$ 71,010</u>
\$ Variance		(5,247)	(193,217)
% Variance		-4%	-272%
BATAVIA DOWNS Earnings from Operations	\$ 1,374,269	\$ 680,307	\$ 790,607
Less: G&A Allocation	316,018	388,880	308,919
<u>Earnings net of G&A Allocation</u>	<u>\$ 1,058,251</u>	<u>\$ 291,427</u>	<u>\$ 481,688</u>
\$ Variance		766,824	576,563
% Variance		263%	120%
GENERAL AND ADMINISTRATIVE expense	\$ 535,624	\$ 659,118	\$ 523,591
\$ Variance		(123,494)	12,033
% Variance		-19%	2%

<u>Net Cash Distributions to Municipalities:</u>	<u>March 2022</u>	<u>March 2021</u>	<u>March Plan</u>
SURCHARGE	\$ 58,661	\$ 80,241	\$ 93,436
\$ Variance		(21,580)	(34,775)
% Variance		-27%	-37%

<u>Year to Date Surcharge and Net Revenue</u>	<u>March 2022</u>	<u>March 2021</u>	<u>March Plan</u>
SURCHARGE	\$ 164,214	\$ 215,834	\$ 224,262
\$ Variance		(51,620)	(60,048)
% Variance		-24%	-27%
NET EARNINGS AVAILABLE FOR DISTRIBUTION	\$ 1,917,539	\$ 333,770	\$ 1,132,719
\$ Variance		1,583,769	784,820
% Variance		475%	69%
TOTAL	\$ 2,081,753	\$ 549,604	\$ 1,356,981

CFO'S REPORT - March 2022

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

	2022 March	2021 March	2022 March Plan	2022 Year To Date	2021 Year To Date	2022 Operating Plan YTD
HANDLE (includes Live)	\$4,629,000	\$5,849,000	\$5,925,000	\$12,934,000	\$15,945,000	\$15,810,000
\$ Variance		(1,220,000)	(1,296,000)		(3,011,000)	(2,876,000)
% Variance		-21%	-22%		-19%	-18%
VGM Net Win	\$7,020,000	\$5,237,000	\$5,417,000	\$18,175,000	\$12,466,000	\$14,947,000
\$ Variance		1,783,000	1,603,000		5,709,000	3,228,000
% Variance		34%	30%		46%	22%
Revenue and Expense:						
Operating Revenue	8,124,000	6,409,000	6,767,000	21,314,000	16,006,000	18,679,000
\$ Variance		1,715,000	1,357,000		5,308,000	2,635,000
% Variance		27%	20%		33%	14%
Less: Statutory Expenses	4,046,000	3,311,000	3,370,000	10,604,000	8,172,000	9,280,000
\$ Variance		735,000	676,000		2,432,000	1,324,000
% Variance		22%	20%		30%	14%
Revenue before Operating Expenses	4,078,000	3,098,000	3,397,000	10,710,000	7,834,000	9,399,000
\$ Variance		980,000	681,000		2,876,000	1,311,000
% Variance		32%	20%		37%	14%
Less: Operating Expenses	3,084,000	2,844,000	2,751,000	8,628,000	7,477,000	8,042,000
\$ Variance		240,000	333,000		1,151,000	586,000
% Variance		8%	12%		15%	7%
Retained Surcharge/Net earnings	995,000	255,000	646,000	2,082,000	357,000	1,357,000
\$ Variance		740,000	349,000		1,725,000	725,000
% Variance		290%	54%		483%	53%
Retained Surcharge	59,000	80,000	93,000	164,000	216,000	224,000
\$ Variance		(21,000)	(34,000)		(52,000)	(60,000)
% Variance		-26%	-37%		-24%	-27%
Net Earnings(Losses) from Operations	936,000	174,000	553,000	1,918,000	141,000	1,133,000
\$ Variance		762,000	383,000		1,777,000	785,000
% Variance		438%	69%		1260%	69%
PPP Forgiveness	81,000	0	0	81,000	0	0
Gain on Sale of Delaware	0	193,000	0	0	193,000	0
Earnings Net of Non-Operating Adjustments	936,000	368,000	553,000	1,999,000	334,000	1,133,000
\$ Variance		568,000	383,000		1,665,000	866,000
% Variance		154%	69%		499%	76%
			Earnings allocated to CAF	Distributable Earnings		
1st Qtr. Operational Earnings*		\$1,917,539	\$125,604	\$1,791,935	\$174,952	\$1,132,719
\$ Variance					1,616,983	659,216
% Variance					924%	58%
PPP Forgiveness**		\$81,335	\$0	\$0	\$0	\$0
Total YTD		\$1,998,874	\$125,604	\$1,791,935	\$174,952	\$1,132,719
\$ Variance					\$1,616,983	659,216
% Variance					924%	58%
* Available for Distribution						
**The Hotel at Batavia Downs PPP loan was fully forgiven by the SBA on 3/12/2022.						
Resolution 39-2022 removes these forgiven funds from member distributions as funds were used during the COVID-19 pandemic for their intended purpose.						

Batavia Downs Gaming
 Comparison of Daily Statistics
 For the Three Months Ended March

	March 2022	March 2021	March 2019
Credits Played	101,650,000	72,505,000	78,593,000
Net Win	7,020,000	5,237,000	6,033,000
Net Hold %	6.91%	7.22%	7.68%
Win Per Terminal	257.84	366.48	232.64
Education Contribution/ Gaming Comm. Admin fee	3,440,000	2,566,000	3,499,000
Purse/WNYYHHA/Breeders	702,000	524,000	603,000
Track Share (Vendor Fee)	2,597,000	1,938,000	1,689,000
Marketing Allowance	702,000	524,000	603,000
4% Capital Awards	281,000	209,000	241,000
Attendance	75,000	66,000	69,000
Win/Cap	93.01	78.85	87.12
% of Carded Play	53.03%	51.35%	50.52%

Batavia Downs
 Operating Statement of Revenue and Expenses
 For the Three Months Ended March

	March 2022	March 2021	March 2022 Plan
VLT Drop Win/Unit/Day	7,020,000 257.84	5,237,000 366.48	5,417,000 198.81
Live Handle ITW Handle	0 144,000	0 31,000	0 155,000
Total Handle	144,000	31,000	155,000
Revenue	<u>3,368,000</u>	<u>2,180,000</u>	<u>2,437,000</u>
Purse/MN/YHHA/Breeders	720,000	529,000	555,000
Payroll & Related	1,064,000	826,000	905,000
Other Operating Expenses	119,000	60,000	109,000
G&A Allocated	<u>316,000</u>	<u>389,000</u>	<u>309,000</u>
Total Operating Expenses	<u>2,219,000</u>	<u>1,804,000</u>	<u>1,878,000</u>
Total Net Revenue	1,149,000	376,000	559,000
Depreciation	91,000	85,000	77,000
Total Non-Operating Expenses	<u>91,000</u>	<u>85,000</u>	<u>77,000</u>
Net Operating Profit/(loss)	<u>1,058,000</u>	<u>291,000</u>	<u>482,000</u>

Batavia Downs Gaming
Food and Beverage Operations-All Units
For the Three Months Ended March

	March Actual	March Plan	March YTD Actual	March YTD Plan
Food Sales	335,333	174,339	860,974	533,321
Beer/Liquor/Wine Sales	205,453	82,725	537,155	313,295
Discounts	(5,690)	(4,131)	(15,908)	(13,214)
Beverage Sales**	16,552	12,089	44,284	32,334
Comps- Beverage*	44,773	30,000	114,456	90,000
Service CHG Revenue PR	14,026	1,000	25,105	9,000
Cigarette Sales	5,770	1,024	15,243	6,548
Total Sales	616,217	297,046	1,581,309	971,284
	100%	100%	100%	100%
*Combined Drink total Sales	61,325	42,089	158,740	122,334
Cost of Sales:				
Food Costs	112,642	67,848	317,509	208,928
Beer / Liquor Costs	46,202	20,223	123,765	76,709
Beverage Costs**	20,439	14,385	47,441	42,666
Cigarette Costs	5,114	819	13,118	5,238
Total Cost of Sales	184,397	103,275	501,833	333,541
Food Waste	523	761	1,499	3,478
Net Sales	431,297	193,010	1,077,977	634,265
	70%	65%	68%	65%
Net Sales	431,297	193,010	1,077,977	634,265
	100%	100%	100%	100%
Payroll	181,961	129,273	500,768	402,615
Payroll Taxes & Employee Benefits	83,249	64,986	230,964	195,440
Total Payroll/Related	265,210	194,259	731,733	598,055
	61%	101%	68%	94%
Equipment/Supplies	7,075	6,815	18,836	17,031
Uniforms & Linens	5,447	3,050	13,209	8,050
Trash Removal	648	708	1,943	2,124
Telephone	304	113	632	288
Credit Card Fees	7,985	3,265	21,762	10,002
Licenses	1,137	124	2,226	265
Miscellaneous/Other	833	317	3,099	901
Professional Services				
Promotional Expense				
Events Live Entertainment				
Insurance Expense				
Total Other Operating Expense	23,430	14,392	61,706	38,661
	5%	7%	6%	6%
Total Expenses	288,640	208,651	793,439	636,716
	67%	108%	74%	100%
Operating Profit / (Loss)	142,657	(15,641)	284,538	(2,451)
	33%	(8%)	28%	(0%)
*Combined total Sales	616,217			
**Combined Total COS	184,397			
Waste	523			
Net F&B Sales	431,297			
	69.99%			

**Batavia Downs Gaming
Food and Beverage Operations
For the Three Months Ended March**

	Fortunes		34 Rush Actual		Homestretch		Events Actual		Clubhouse		March 2022		Administrative		March 2022		March 2022		
	Actual	%	Actual	%	Actual	%	Actual	%	Actual	%	Expense	Actual	%	Plan	%	Actual	%	Plan	%
Food Sales	127,087	87%	158,269	41%	3,472	93%	46,276	59%	229	41%	335,333	335,333	54%	174,339	59%				
Beer / Liquor Sales	16,715	11%	175,450	45%	107	3%	12,901	16%	270	49%	205,453	205,453	33%	82,725	28%				
Beverage Sales	3,741	3%	7,452	2%	255	7%	5,044	6%	60	11%	16,552	16,552	3%	12,089	4%				
Sales Discounts	(1,342)	(1%)	(4,244)	(1%)	(97)	(3%)			(7)	(1%)	(5,690)	(5,690)	(1%)	(4,131)	(1%)				
Cigarette Sales			5,770	1%							5,770	5,770	(1%)	(4,131)	(1%)				
Service CHG Revenue PR							14,026	18%			14,026	14,026	2%	1,024	0%				
Comp-Beverages			44,773	12%							44,773	44,773	7%	30,000	10%				
Total Sales	146,200	100%	387,480	100%	3,738	100%	78,247	100%	552	100%	616,217	616,217	100%	297,046	100%				
Cost of Sales:																			
Food Costs	42,516	33%	52,947	33%	1,162	33%	15,941	34%	77	34%	112,643	112,643	34%	67,848	39%				
Beer / Liquor Costs	3,562	21%	39,750	23%	27	25%	2,803	22%	59	22%	46,201	46,201	22%	20,223	24%				
Beverage Costs	1,331	36%	17,201	33%	91	36%	1,795	36%	21	35%	20,439	20,439	33%	14,385	34%				
Cigarette Costs			5,114	89%							5,114	5,114	89%	819	80%				
Total Cost of Sales	47,409	32%	115,013	30%	1,279	34%	20,539	26%	157	28%	184,397	184,397	30%	103,275	35%				
Food Waste																			
Net Sales	98,791	68%	272,466	70%	2,458	66%	57,709	74%	395	72%	431,820	431,820	70%	193,010	65%				
Net Sales	98,791	100%	272,466	100%	2,458	100%	57,709	100%	395	100%	431,820	431,820	100%	193,010	100%				
Operating Expenses:																			
Wages	62,388	63%	66,490	24%	4,822	196%	28,297	49%	185	47%	162,182	19,778	42%	129,273	67%				
Payroll taxes and benefits	31,607	32%	33,881	12%	1,387	56%	9,599	17%	56	14%	76,530	6,720	1%	64,986	34%				
Total Payroll/Related	93,994	95%	100,371	37%	6,210	253%	37,896	66%	241	61%	238,712	26,499	61%	194,259	101%				
Other Operating Expenses:																			
Equipment/Supplies											7,075	7,075	2%	6,815	4%				
Uniforms and Linen											5,447	5,447	1%	3,050	2%				
Trash Removal											648	648	0%	708	0%				
Telephone											304	304	0%	113	0%				
Credit Card fees											7,985	7,985	2%	3,265	2%				
Licenses											1,137	1,137	0%	124	0%				
Miscellaneous/other			49	0%							784	833	0%	317	0%				
Professional Services											49	49	0%		0%				
Total Operating Expenses	93,994	95%	100,421	37%	6,210	253%	37,896	66%	241	61%	238,761	49,879	67%	208,651	108%				
Operating Profit/(Loss)	4,797	5%	172,046	63%	(3,751)	(153%)	19,813	34%	155	39%	193,059	(50,402)	33%	(15,641)	(8%)				

**Batavia Downs Gaming
Hotel Operations
For the Three Months Ended March**

	March Actual	March Plan	March YTD Actual	March YTD Plan
Room Revenue	162,000	137,000	450,000	414,000
Misc Revenue	20,000	1,000	20,000	2,000
Total Revenue	182,000	137,000	470,000	416,000
	100%	100%	100%	100%
Total Revenue	182,000	137,000	470,000	416,000
Payroll	75,000	58,000	204,000	180,000
Payroll Taxes & Employee Benefits	12,000	9,000	32,000	27,000
Total Payroll/Related	87,000	67,000	236,000	207,000
	48%	49%	50%	50%
Real Estate Taxes and Rent	7,000	4,000	12,000	11,000
Telephone	2,000	2,000	4,000	5,000
Utilities	10,000	6,000	29,000	20,000
Maintenance - General	5,000	3,000	9,000	8,000
Small Equipment/Equipment Rental	-	1,000	1,000	2,000
Uniform expense	-	-	-	-
Computer Charges	5,000	6,000	14,000	17,000
Advertising/Promotional *	3,000	4,000	9,000	12,000
Marketing Requested Reimbursement	(3,000)	(5,000)	(9,000)	(12,000)
Supplies & Related	10,000	5,000	20,000	15,000
Food Cost	7,000	6,000	22,000	17,000
Insurance	4,000	3,000	7,000	8,000
Professional Services	8,000	8,000	25,000	25,000
Interest Expense	-	-	-	-
Postage	-	-	-	-
Dues and Fees	-	-	-	-
Bank Fees and Charges	-	-	-	-
Credit Card Fees	5,000	3,000	15,000	10,000
Other Expense	-	-	-	-
Other Operating Expense	62,000	43,000	159,000	138,000
	34%	31%	34%	33%
Total Operating Expense	148,000	110,000	395,000	345,000
	81%	80%	84%	83%
Operating Profit/Loss	33,000	27,000	75,000	71,000
	18%	20%	16%	17%

* Expenses covered by Marketing: Travel Agency Commissions of \$2K for the Month, \$6K YTD. Advertising \$1K for the month, \$3K YTD

NYGA State Wide VGM #

Facility	2022		2021		2019		2022-2021		2022-2019	
	02/27 - 03/05	02/28 - 03/06	03/03 - 03/09	\$ Variance	% Variance	\$ Variance	% Variance	\$ Variance	% Variance	
Batavia Downs	1,692,569	1,030,761	1,288,511	661,808	64%	404,058	31%			
Hamburg	1,605,311	978,934	1,216,610	626,377	64%	388,701	32%			
Finger Lakes	2,638,324	2,143,754	2,172,504	494,570	23%	465,820	21%			
Saratoga	3,002,989	2,339,118	2,371,517	663,871	28%	631,472	27%			
Vernon Downs	467,185	390,427	487,966	76,758	20%	(20,781)	-4%			

Facility	2022		2021		2019		2022-2021		2022-2019	
	03/06 - 03/12	03/07 - 03/13	03/10 - 03/16	\$ Variance	% Variance	\$ Variance	% Variance	\$ Variance	% Variance	
Batavia Downs	1,538,063	1,207,789	1,293,959	330,274	27%	244,104	19%			
Hamburg	1,403,579	1,052,653	1,362,747	350,926	33%	40,832	3%			
Finger Lakes	2,046,565	2,111,272	2,274,124	(64,707)	-3%	(227,559)	-10%			
Saratoga	2,283,924	2,260,678	2,397,377	23,246	1%	(113,453)	-5%			
Vernon Downs	440,143	483,482	609,024	(43,339)	-9%	(168,881)	-28%			

Facility	2022		2021		2019		2022-2021		2022-2019	
	03/13 - 03/19	03/14 - 03/20	03/17 - 03/23	\$ Variance	% Variance	\$ Variance	% Variance	\$ Variance	% Variance	
Batavia Downs	1,684,867	1,283,929	1,343,645	400,938	31%	341,222	25%			
Hamburg	1,654,745	1,240,733	1,222,482	414,013	33%	432,263	35%			
Finger Lakes	2,633,706	2,376,722	2,370,753	256,984	11%	262,953	11%			
Saratoga	3,006,126	2,741,250	2,407,139	264,876	10%	598,987	25%			
Vernon Downs	587,365	575,787	523,728	11,578	2%	63,637	12%			

NYGA State Wide VGM #

Facility	2022 03/20 - 03/26	2021 03/21 - 03/27	2019 03/24 - 03/30	2022-2021		2022-2019	
				\$ Variance	% Variance	\$ Variance	% Variance
Batavia Downs	1,632,486	1,180,893	1,313,734	451,593	38%	318,752	24%
Hamburg	1,545,773	1,197,426	1,248,283	348,346	29%	297,490	24%
Finger Lakes	2,579,576	2,358,745	2,140,655	220,831	9%	438,921	21%
Saratoga	2,707,439	2,559,003	2,674,741	148,436	6%	32,698	1%
Vernon Downs	547,435	451,391	620,674	96,044	21%	(73,239)	-12%

Facility	2022 03/27 - 04/02	2021 03/28 - 04/03	2019 03/31 - 04/06	2022-2021		2022-2019	
				\$ Variance	% Variance	\$ Variance	% Variance
Batavia Downs	1,600,996	1,247,096	1,270,164	353,901	28%	330,832	26%
Hamburg	1,556,522	1,179,048	1,280,146	377,473	32%	276,376	22%
Finger Lakes	2,527,375	2,375,524	2,333,158	151,851	6%	194,216	8%
Saratoga	3,128,088	2,495,637	2,508,572	632,451	25%	619,516	25%
Vernon Downs	526,644	482,049	569,740	44,595	9%	(43,096)	-8%



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Total Gross Gaming Revenue (GGR) - Fiscal Year 2021/2022

Week-Ending	Slots/ETGs					Table Games				Poker Tables		Sports Wagering		Total GGR
	Credits Played	Promotional Slot Gaming Credits	Slot/ETG GGR	Avg Daily Slots & ETGs	Win/Unit per Day	Avg Daily Tables	Table Game Drop	Promotional Table Gaming Credits	Table Game GGR	Avg Daily Poker Tables	Poker Table GGR	Sports Wagering Handle	Sports Wagering GGR	
03/06/22	\$32,203,546	\$396,239	\$2,613,499	1,703	\$219	66	\$3,635,002	\$0	\$662,390	14	\$62,032	\$284,499	22,341	\$3,360,261
03/13/22	\$27,605,363	\$344,031	\$2,131,230	1,704	\$179	66	\$3,334,292	\$0	\$814,836	14	\$54,173	\$347,124	40,369	\$3,040,601
03/20/22	\$31,923,840	\$398,360	\$2,278,876	1,704	\$191	66	\$3,478,721	\$0	\$676,124	14	\$51,363	\$505,655	91,989	\$3,098,351
03/27/22	\$33,080,797	\$472,185	\$2,540,412	1,704	\$213	66	\$3,585,612	\$0	\$771,590	14	\$48,932	\$414,798	(10,275)	\$3,350,651
04/03/22	\$33,520,216	\$483,521	\$2,626,050	1,704	\$220	66	\$3,349,075	\$0	\$660,238	14	\$55,343	\$477,233	\$135,319	\$3,476,941

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

ADVERTISING AND PROMOTIONS COMMITTEE AGENDA

Wednesday, April 27, 2022

3:00 P.M.

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

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

AGENDA

- | | |
|--|--------------|
| 1. Gaming/Branch Marketing Update | R. Hasenauer |
| 2. Resolution #40-2022
Batavia News Corp. | R. Hasenauer |
| 3. Resolution #41-2022
WGRZ | R. Hasenauer |
| 4. Resolution #42-2022
WKBW | R. Hasenauer |
| 5. Resolution #43-2022
Audacy | R. Hasenauer |
| 6. Resolution #44-2022
Spectrum Reach | R. Hasenauer |

RESOLUTION #40-2022

WHEREAS, it is necessary for Western Regional Off-Track Betting Corporation (“Western”) to advertise and promote its various events, restaurants and promotions as it relates to the operation of the Batavia Gaming facility; and

WHEREAS, Batavia Newspaper Corporation (“Batavia News”) is a sole source provider for local advertising and promotions; and

WHEREAS, the Board of Directors of Western wishes to enter into an agreement with Batavia News to advertise in its publications during the 2022 year in an amount not to exceed \$60,000.00; now therefore be it

RESOLVED, that the Board of Directors of Western approve an agreement with Batavia News to advertise in its publications during the 2022 year in an amount not to exceed \$60,000.00; and further

RESOLVED, that an Officer of Western is authorized to execute such agreement in furtherance of the Board’s approval.

Respectfully submitted,

Susan May, Chairperson
Advertising & Promotions Committee

Dated: April 28, 2022
Batavia, New York

RESOLUTION #41-2022

WHEREAS, it is necessary for Western Regional Off-Track Betting Corporation ("Western") to advertise and promote its various events, restaurants and promotions as it relates to the operation of the Batavia Gaming facility; and

WHEREAS, WGRZ Channel 2 is a television station servicing the Buffalo, New York area ("WGRZ") and is a sole source provider for local advertising and promotions; and

WHEREAS, the Board of Directors of Western wishes to enter into an agreement with WGRZ to advertise on its television station during the 2022 year in an amount not to exceed \$30,000.00; now therefore be it

RESOLVED, that the Board of Directors of Western approve an agreement with WGRZ to advertise on its television station during the 2022 year in an amount not to exceed \$30,000.00; and further

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

Respectfully submitted,

Susan May, Chairperson
Advertising & Promotions Committee

Dated: April 28, 2022
Batavia, New York

RESOLUTION #42-2022

WHEREAS, it is necessary for Western Regional Off-Track Betting Corporation (“Western”) to advertise and promote its various events, restaurants and promotions as it relates to the operation of the Batavia Gaming facility; and

WHEREAS, WKBW Channel 7 is a television station servicing the Buffalo, New York area (“WKBW”) and is a sole source provider for local advertising and promotions; and

WHEREAS, the Board of Directors of Western wishes to enter into an agreement with WKBW to advertise on its television station during the 2022 year in an amount not to exceed \$50,000.00; now therefore be it

RESOLVED, that the Board of Directors of Western approve an agreement with WKBW to advertise on its television station during the 2022 year in an amount not to exceed \$50,000.00; and further

RESOLVED, that an Officer of Western is authorized to execute such agreement in furtherance of the Board’s approval.

Respectfully submitted,

Susan May, Chairperson
Advertising & Promotions Committee

Dated: April 28, 2022
Batavia, New York

RESOLUTION #43-2022

WHEREAS, it is necessary for Western Regional Off-Track Betting Corporation ("Western") to advertise and promote its various events, restaurants and promotions as it relates to the operation of the Batavia Gaming facility; and

WHEREAS, Audacy Radio Advertising operates radio stations in the Buffalo and Rochester area ("Audacy") and is a sole source provider for local advertising and promotions; and

WHEREAS, the Board of Directors of Western wishes to enter into an agreement with Audacy to advertise on its radio stations during the 2022 year in an amount not to exceed \$100,000.00; now therefore be it

RESOLVED, that the Board of Directors of Western approve an agreement with Audacy to advertise on its radio stations during the 2022 year in an amount not to exceed \$100,000.00; and further

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

Respectfully submitted,

Susan May, Chairperson
Advertising & Promotions Committee

Dated: April 28, 2022
Batavia, New York

RESOLUTION #44-2022

WHEREAS, it is necessary for Western Regional Off-Track Betting Corporation ("Western") to advertise and promote its various events, restaurants and promotions as it relates to the operation of the Batavia Gaming facility; and

WHEREAS, Spectrum Reach is a television station with internet advertising that services the Western New York area ("Spectrum") and is a sole source provider for local advertising and promotions; and

WHEREAS, the Board of Directors of Western wishes to enter into an agreement with Spectrum to advertise on its television station and internet site during the 2022 year in an amount not to exceed \$120,000.00; now therefore be it

RESOLVED, that the Board of Directors of Western approve an agreement with Spectrum to advertise on its television station and internet site during the 2022 year in an amount not to exceed \$120,000.00; and further

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

Respectfully submitted,

Susan May, Chairperson
Advertising & Promotions Committee

Dated: April 28, 2022
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

LEGISLATIVE COMMITTEE

Wednesday – April 27, 2022

3:30 p.m.

Mark Bombardo, Chairman
Richard Siebert, Vice Chairman
Paul Lattimore, Jr., Member
Phil Barnes, Member
Francis Warthling, Member

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

AGENDA

1. Patrick McCarthy, Mercury Public Affairs
Sam Hoyt, Upstate Strategic Advisors
H. Wojtaszek
2. Sports Betting Kiosk Update
H. Wojtaszek
3. Fixed Odds Horseracing Update
H. Wojtaszek
4. Legalization of Online Gaming Update
H. Wojtaszek

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BRANCH OPERATIONS COMMITTEE MEETING

**Thursday, April 28, 2022
9:30 A.M.**

Michelle Parmer-Garner, Chairperson
Michael Horton, Vice-Chairperson
Richard D. Bianchi, Ex-Officio

Mark Bombardo, Member
Edward F. Morgan, Member/Ex-Officio
Francis Warthling, Member

AGENDA

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