BOARD OF DIRECTORS MEETING

July 28, 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.	Personnel Committee Report
7.	Finance Committee Report
8.	Advertising & Promotions Committee Report
9.	Legislative Committee Report
10.	Insurance Committee Report
11.	Audit Committee Report
12.	Batavia Downs Operations Committee Report
13.	New Business

14.

Adjournment

PERSONNEL COMMITTEE MEETING

Wednesday, July 27, 2022 1:00 p.m.

Elliott Winter, Chairperson Thomas P. Wamp, Vice-Chairperson

Dennis Bassett, Member Richard Bianchi, Member Susan May, Member Edward Morgan, Member Richard 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.

Finance Committee Meeting July 27, 2022 Batavia, New York

Ken Lauderdale, Chairman Thomas Wamp, Vice Chairman Richard Bianchi, Member Michael Horton, Member Paul Lattimore, Member Edward Morgan, Member Elliott Winter, Member

AGENDA

- 1. Chief Financial Officer Report & BDG Financials
 - June 2022

- J. Leach

2. NYGA Weekly Numbers

- J. Leach

Operational Results - June 2022	June 2022			June 2021		June Plan	
Total Handle		\$4,620,165		\$5,588,958		\$5,650,000	
\$ Variance % Variance				(968,793) -17%		(1,029,835) -18%	
VGM Net Win		\$6,356,123		\$5,910,033		\$6,090,866	
\$ Variance % Variance				446,090 8%		265,257 4%	
Revenue net of Statutories	\$	3,917,837	\$	3,654,469	\$	3,726,141	
Operating Expenses		3,151,850		3,135,432		3,087,936	
Earnings and Surcharge		765,987		519,037		638,205	
Surcharge		58,509		68,392		67,029	
Operational Earnings	\$	707,478	\$	450,645	\$	571,176	
\$ Variance % Variance				256,833 57%		136,302 24%	
PPP Forgiveness		0		3,151,700		0	
Earnings Including PPP Loan Forgiveness	\$	707,478	\$	3,602,345	\$	571,176	
Earnings are computed and distributed on a quarterly basis							
Segment Performance:	June 2022			June 2021		June Plan	
BRANCH Earnings from Operations	\$	160,129	\$	190,124	\$	226,141	
Less: G&A Allocation Earnings (Losses) net of G&A Allocation	\$	210,216 (50,087)	\$	253,786 (63,662)	\$	223,400	
\$ Variance % Variance	¥	(30,007)		13,575 21%	<u>, , , , , , , , , , , , , , , , , , , </u>	(52,828) -1927%	
BATAVIA DOWNS Earnings from Operations	\$	1,060,070	\$	879,511	\$	889,913	
Less: G&A Allocation		302,505	e d <u>a lahad</u>	365,204		321,478	
Earnings net of G&A Allocation	\$	757,565	\$	514,307	\$	568,435	
\$ Variance % Variance				243,258 47%		189,130 33%	
GENERAL AND ADMINISTRATIVE expense	\$	512,721	\$	618,990	\$	544,878	
\$ Variance % Variance				(105,269) -17%		(32,157) -6%	
Net Cash Distributions to Municipalities:	June 2022			June 2021		June Plan	
SURCHARGE	\$	58,509	\$	68,392	\$	67,029	
\$ Variance % Variance				(9,883) -14%		(8,520) -13%	
Year to Date Surcharge and Net Revenue	June 2022		June 2021			June Plan	
SURCHARGE \$ Variance % Variance	\$	373,378	\$	490,312 (116,934) -24%	\$	494,683 (121,305)	
NET EARNINGS AVAILABLE FOR DISTRIBUTION \$ Variance % Variance	\$	4,619,713	\$	1,583,534 3,036,179 192%	\$	-25% 2,801,906 1,817,807 65%	
TOTAL	\$	4,993,091	\$	2,073,846	\$	3,296,589	

CFO'S REPORT - June 2022

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

	2022 June	2021 June	2022 June Plan	2022 Year To Date	2021 Year To Date	2022 Operating Pla YTD
HANDLE (includes Live) \$ Variance % Variance	\$4,620,000	\$5,589,000 (969,000) -17%		\$28,824,000	\$36,017,000 (7,193,000) -20%	\$36,220,000 (7,396,000 -209
VGM Net Win \$ Variance % Variance	\$6,356,000	\$5,910,000 446,000 8%	\$6,091,000 265,000 4%	\$38,000,000	\$28,774,000 9,226,000 32%	\$31,797,000 6,203,000 209
Revenue and Expense:						
Operating Revenue \$ Variance % Variance	7,618,000	7,227,000 391,000 5%	7,416,000 202,000 3%	45,149,000	37,046,000 8,103,000 22%	40,329,000 4,820,000 12%
Less: Statutory Expenses \$ Variance % Variance	3,700,000	3,573,000 127,000 4%	3,690,000 10,000 0%	22,350,000	18,645,000 3,705,000 20%	20,014,000 2,336,000 12%
Revenue before Operating Expenses \$ Variance % Variance	3,918,000	3,654,000 264,000 7%	3,726,000 192,000 5%	22,799,000	18,401,000 4,398,000 24%	20,3 15,000 2,484,000 12%
Less: Operating Expenses \$ Variance % Variance	3,152,000	3,135,000 17,000 1%	3,088,000 64,000 2%	17,806,000	16,328,000 1,478,000 9%	17,018,000 788,000 5%
Retained Surcharge/Net earnings \$ Variance % Variance	766,000	519,000 247,000 48%	638,000 128,000 20%	4,993,000	2,073,000 2,920,000 141%	3,297,000 1,696,000 51%
Retained Surcharge \$ Variance % Variance	59,000	68,000 (9,000) -13%	67,000 (8,000) -12%	373,000	490,000 (117,000) -24%	495,000 (122,000) -25%
Net Earnings(Losses) from Operations \$ Variance % Variance	707,000	451,000 256,000 57%	571,000 136,000 24%	4,620,000	1,583,000 3,037,000 192%	2,802,000 1,818,000 65%
PPP Forgiveness	0	3,152,000	0	81,000	3,152,000	0
Earnings (Losses) Net of PPP Forgiveness Variance & Variance	707,000	3,603,000 (2,896,000) -80%	571,000 136,000 24%	4,701,000	4,735,000 (34,000) -1%	2,802,000 1,899,000 68%
		Operational Earnings	Earnings allocated to CAF	Distributable Earnings		
lst Qtr. Operational Earnings* Varlance & Varlance		\$1,917,539	\$125,604	\$1,791,935	\$174,952 1,616,983 924%	\$1,132,719 659,216 58%
Ind Qtr. Operational Earnings* Variance Variance		\$2,702,174	\$153,979	\$2,548,195	\$1,051,606 1,496,589 142%	\$1,669,187 879,008 53%
PPP Forgiveness**		\$81,335	\$0	\$0	\$0	\$0
otal YTD Variance Variance		\$4,701,048	\$279,583	\$4,340,130	\$1,226,558 3,113,572 254%	\$2,801,906 1,538,224 55%
Available for Distribution The Hotel at Batavia Downs PPP loan was fully forgiven b esolution 39-2022 removes these forgiven funds from mer			uring the COVID 40	undamic for the !- !-t	dod nuvessa	

ADVERTISING AND PROMOTIONS COMMITTEE AGENDA

Wednesday, July 27, 2022

2:30 P.M.

Susan May, Chairperson Ken Lauderdale, Vice-Chairman Richard Bianchi, Member Edward Morgan, Member Paul Lattimore Jr. Member Michelle Parmer-Garner, Member Richard Ricci, Member

AGENDA

1. Gaming/Branch Marketing Update	R. Hasenauer
2. Resolution #64-2022 Electronic Field	R. Hasenauer
3. Resolution #72-2022 Blue Cross Arena	R. Hasenauer
4. Resolution #73-2022 Highmark Stadium	R. Hasenauer
5. Resolution #74-2022 KeyBank Center	R, Hasenauer

RESOLUTION #64-2022

WHEREAS, Western Regional Off-Track Betting Corporation ("Western") utilizes

television and radio commercials in order to market the facility to our patrons; and

WHEREAS, in order to produce professional television and radio commercials,

Western previously engaged the services of Electronic Field Productions to create and

such commercials; and

WHEREAS, the Board of Western wishes to continue to engage Electronic Field

Productions to create and produce professional television and radio commercials for an

additional amount of \$20,000.00 for the 2022 year; and, therefore

BE IT RESOLVED, that the Board of Directors of Western approves the purchase

of professional services to produce television and radio commercials from Electronic Field

Productions for 2022 in the additional amount of \$20,000.00; and

BE IT FURTHER RESOLVED, that an officer of Western is hereby authorized to

execute an agreement that reflects the Board's actions.

Respectfully submitted,

Susan May, Chairperson

Advertising & Promotions Committee

Dated:

July 28, 2022

RESOLUTION #72-2022

WHEREAS, as part of its ongoing patron attraction and retention program,

Western Regional Off-Track Betting Corporation ("Western") has contracted with the

Blue Cross Arena for rental of a suite for various events at that facility, all of which is to

provide entertainment event tickets for a certain level of our patrons, as well as for

special promotions; and

WHEREAS, Western has also provided our patrons with complimentary food and

beverages in the suite during these various suite events; and

WHEREAS, Staff requests that the Board of Directors of Western authorize an

expenditure for food and beverages at the Blue Cross Arena during events held at the

Blue Cross Arena in an amount not to exceed \$30,000.00; and therefore

BE IT RESOLVED, that the Board of Directors of Western hereby approves the

expenditure for food and beverages at the Blue Cross Arena during various

entertainment events in an amount not to exceed \$30,000.00; and further

RESOLVED, that the Board of Directors of Western hereby authorizes an officer

of Western to execute any document in furtherance of this resolution.

Respectfully submitted,

Susan May, Chairperson

Advertising & Promotion Committee

Dated:

July 28, 2022

RESOLUTION #73-2022

WHEREAS, as part of its ongoing patron attraction and retention program,

Western Regional Off-Track Betting Corporation ("Western") has contracted with the

Highmark Stadium for rental of a suite for various events at that facility, such as the

Buffalo Bills and various concerts, all of which is to provide entertainment event tickets

for a certain level of our patrons, as well as for special promotions; and

WHEREAS, Western has also provided our patrons with complimentary food and

beverages in the suite during these various suite events; and

WHEREAS, Staff requests that the Board of Directors of Western authorize an

expenditure for food and beverages at Highmark Stadium during events such as the

Buffalo Bills and various concerts in an amount not to exceed \$25,000.00; and therefore

BE IT RESOLVED, that the Board of Directors of Western hereby approves the

expenditure for food and beverages at Highmark Stadium during entertainment events

such as the Buffalo Bills and various concerts in an amount not to exceed \$25,000.00;

and further

RESOLVED, that the Board of Directors of Western hereby authorizes an officer

of Western to execute any document in furtherance of this resolution.

Respectfully submitted,

Susan May, Chairperson

Advertising & Promotions Committee

Dated:

July 28, 2022

RESOLUTION #74-2022

WHEREAS, as part of its ongoing patron attraction and retention program,

Western Regional Off-Track Betting Corporation ("Western") has contracted with the

KeyBank Center for rental of a suite for various events at that facility, such as the Buffalo

Sabres, Buffalo Bandits and various concerts, all of which is to provide entertainment

event tickets for a certain level of our patrons, as well as for special promotions; and

WHEREAS, Western has also provided our patrons with complimentary food and

beverages in the suite during these various suite events; and

WHEREAS, Staff requests that the Board of Directors of Western authorize an

expenditure for food and beverages at the Keybank Center during events such as the

Buffalo Sabres, Buffalo Bandits and various concerts in an amount not to exceed

\$75,000.00; and therefore

BE IT RESOLVED, that the Board of Directors of Western hereby approves the

expenditure for food and beverages at the KeyBank Center during entertainment events

such as the Buffalo Sabres, Buffalo Bandits and various concerts in an amount not to

exceed \$75,000.00; and further

RESOLVED, that the Board of Directors of Western hereby authorizes an officer

of Western to execute any document in furtherance of this resolution.

Respectfully submitted,

Susan May, Chairperson

Advertising & Promotions Committee

Dated:

July 28, 2022

LEGISLATIVE COMMITTEE

Wednesday – July 27, 2022 3:00 p.m.

Mark Bombardo, Chairman Richard Siebert, Vice Chairman Richard Bianchi, Member Edward Morgan, Member

Paul Lattimore, Jr., Member Phil Barnes, Member Mark Burr, Member

AGENDA

1. Legislative Update

H. Wojtaszek

BRANCH OPERATIONS COMMITTEE MEETING

Wednesday, July 27, 2022 3:30 P.M.

Michelle Parmer-Garner, Chairperson Michael Horton, Vice-Chairperson

Richard Bianchi, Member Mark Bombardo, Member Mark Burr, Member Edward Morgan, Member Francis Warthling, Member

AGENDA

1) Branch Update
- Dina Pane
2) E-Z Bet Update
- Dina Pane
3) Batavia Bets Update
- Dina Pane
4) Real Estate Update
- Mark Gabriele
5) Military Sale
- Resolution #69-2022
- Mark Gabriele

RESOLUTION #69-2022

WHEREAS, Western Regional Off-Track Betting Corporation ("Western") currently

is offering for sale the property located at 2500 Military, Niagara Falls, New York; and

WHEREAS, Western has received an offer to purchase that property from Laur

Properties LLC, on behalf of itself or an entity formed or to be formed, in the amount not

less than \$450,000.00; and

WHEREAS, Staff recommends to the Board of Directors of Western to accept said

offer.

THEREFORE, BE IT RESOLVED, that the Board of Directors of Western

approves and accept an offer not less than \$450,000.00 from Laur Properties LLC, on

behalf of itself or an entity formed or to be formed, for the real property located at 2500

Properties, Niagara Falls, New York; and

BE IT FURTHER, RESOLVED, that Board of Directors of Western authorize an

Officer to execute a sale contract for this transaction.

Respectfully submitted,

Michael Horton, Vice-Chairperson

Branch Committee

Dated:

July 28, 2022

INSURANCE COMMITTEE Wednesday July 27, 2022 3:45p.m.

Susan May, Chairperson Dennis Bassett, Vice-Chairman Richard Bianchi, Member Edward Morgan, Member Richard Ricci, Member Richard Ricci, Member Mark Burr, Member Francis Warthling, Member

AGENDA

 Resolution #71-2022 CIC Group

H. Wojtaszek

RESOLUTION #71-2022

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, Western has previously elected to self-insure its Workers Compensation exposures; and

WHEREAS, Western has previously entered into a three (3) year agreement with Self Funding Inc. ("Funding"), now known as CIC Group, Inc. (CIC") whereas CIC provides Western with professional consulting services in respect to implementing and providing ongoing supervision of Western's self-insurance plan at the cost of \$47,500.00 annually; and

WHEREAS, Western has the option to extend the agreement with Funding for an additional three (3) year period whereby CIC would continue to provide Western with professional consulting services in respect to implementing and providing ongoing supervision of Western's self-insurance plan at the cost of \$47,500.00 annually; and

WHEREAS, Staff recommends that the Board of Directors of Western approve the extension of the consulting agreement with CIC; now therefore, be it

RESOLVED, that the Board of Directors of Western approve the three (3) year extension agreement for Workers Compensation consulting services with CIC in the annual amount of \$47,500.00; and further

RESOLVED, that an officer of Western is authorized to execute any documents necessary in furtherance of the Board's approval and consent.

Respectfully submitted,

Susan May, Chairperson Insurance Committee

Dated:

July 28, 2022 Batavia, New York

BATAVIA DOWNS OPERATIONS COMMITTEE

Thursday – July 28, 2022 9:00 A.M.

Edward Morgan, Chairman Richard Siebert, Vice-Chairman Richard Bianchi, Member Thomas Wamp, Member Ken Lauderdale, Member Elliott Winter, Member Mark Burr, Member

AGENDA

	AGENDA	
1.	Gaming Floor Update	S. Schiano
2.	Live Racing Update	Don Hoover
3.	Park Road Update	H. Wojtaszek
4.	Concert Update	H. Wojtaszek
5.	Resolution #65-2022 Alsco, Inc.	S. Kiedrowski
6.	Resolution #66-2022 John Deere Financial	S. Kiedrowski
7.	Resolution #67-2022 Suburban Electric	S. Kiedrowski
8.	Resolution #68-2022 Standard Textile Co. Inc.	S. Kiedrowski
9.	Resolution #70-2022 Audio Images Sound & Lighting	H. Wojtaszek
10.	Resolution #75-2022 Live Racing January & February 2023	S. Kiedrowski
11.	Resolution #76-2022 Towns of Batavia Sewer Line Install	H. Wojtaszek

RESOLUTION #65-2022

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track

Betting Corporation ('Western") to operate its Batavia Downs restaurants in a clean, and

sanitary environment; and

WHEREAS, Western previously placed for public bid the linen services contract

for a three (3) year period to provide Western with weekly linen services for the Food and

Beverage Department; and

WHEREAS, Western received bids for the linen services for the Food and

Beverage Department for a three (3) year period and engaged the firm of Alsco, Inc. to

provide such services; and

WHEREAS, due to increase in the need for additional linens being used in

Fortunes, Western requests that the previous resolution with Alsco, Inc. be increased

annually by \$20,000.00 for such services; now therefore

BE IT RESOLVED, that the Western's Board of Directors hereby approve the

increase in the contract with Alsco, Inc by the amount of \$20,000.00 per year for linen

services through 2023; 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:

July 28, 2022

RESOLUTION #66-2022

WHEREAS, the continued operation of Western Regional Off-Track Betting Corporation ("Western") Batavia Downs racetrack facility is important to Western's lasting success and public image; and

WHEREAS, the use of a John Deere Tractor/Loader is required for the maintenance and upkeep of the race track at Batavia Downs; and

WHEREAS, currently, Western has an option to purchase a 2016 John Deere Tractor/Loader that it has been leasing from John Deere Financial; and

WHEREAS, staff recommends to the Board of Directors of Western that Western exercise its option to purchase the 2016 John Deere Tractor/Loader from John Deere Financial for an amount not to exceed \$31,912.03.

NOW THEREFORE BE IT RESOLVED, that the Board of Directors of the Western authorize the purchase of a 2016 John Deere Tractor/Loader from John Deere Financial for use on the Batavia Downs racetrack for an amount not to exceed \$31,912.03; 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: July 28, 2022 Batavia, New York **RESOLUTION #67-2022**

WHEREAS, Western previously entered into an agreement with Suburban

Electric, Inc. ("Suburban") for the electric work required in the construction of a new

warehouse and cold storage facility at its Batavia Downs location; and

WHEREAS, staff is recommending that a change order be entered into

between Western and Suburban, whereby Suburban would perform all necessary

electrical services associated with the lighting of the adjacent parking lot, as more

particularly set forth in the attached change order proposal; and

WHEREAS, Suburban has proposed to make the changes as set forth for

the amount of \$22,709.36; and, therefore be it

RESOLVED that the Board of Directors of Western hereby authorize the

change order as attached hereto and to accept the proposal of Suburban to

conduct such work in an amount not exceeding \$22,709.36; and further

RESOLVED, that an officer of Western is authorized to execute such

documentation in furtherance of the Board's approval of this resolution.

Respectfully submitted,

Edward Morgan, Chairman

Batavia Downs Operations Committee

Dated:

July 28, 2022

RESOLUTION #68-2022

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track

Betting Corporation ('Western") to operate the Hotel at Batavia Downs in a clean, and

sanitary environment; and

WHEREAS, Western has placed for public bid for the purchase of various hotel

bedding shams, along with king and queen size comforters for the Hotel at Batavia

Downs; and

WHEREAS, Western has received bids for the above items; and

WHEREAS, staff recommends that the Board of Directors of Western accept the

bid of Standard Textile Co. Inc. as the lowest responsible bidder for bedding shams and

comforters in the amount not to exceed \$26,011.32; now therefore

BE IT RESOLVED, that the Western's Board of Directors hereby approve

Standard Textile Co. Inc. as the lowest responsible bidder for bedding shams and

comforters in an amount not to exceed \$26,011.32; 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:

July 28, 2022

RESOLUTION #70-2022

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 holds concerts at that location; and

WHEREAS, in order to hold the 2022 concert series, Western is required to provide various equipment, including a stage and lighting for the performers; and

WHEREAS, Audio Images Sound & Lighting ("Audio") is a single source provider in Western New York that sets up the stage and concert lighting and associated equipment for each concert; and

WHEREAS, Audio has provided Western with an agreement to provide such services to Western for the 2022 Concert Series for the amount of \$150,000.00.

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the Western approve the agreement with Audio to provide services to set up the stage and concert lighting and associated equipment for the 2022 Concert Series for the amount of \$150,000.00; 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: July 28, 2022 Batavia, New York

RESOLUTION #75-2022

WHEREAS, Western Regional Off-Track Betting Corporation ("Western") owns and operates a horse racing track at its Batavia Downs location; and

WHEREAS, Western has previously entered into an agreement with the Western New York Harness Horsemen's Association ("Horsemen") to conduct racing meets at its location in 2022 from late July to early December; and

WHEREAS, Horsemen have requested that Western modify the existing contract to include an additional fifteen (15) race dates in January and February 2023; and

WHEREAS, Horsemen will agree to reimburse Western for any and all costs associated with conducting the additional fifteen (15) race meets in January and February 2023; and

WHEREAS, Staff recommends that the Board of Directors of Western enter into an addendum to the original agreement with the Horsemen whereby Western would conduct the additional fifteen (15) race meets upon the condition that the Horsemen will fully reimburse Western for any and all costs associated with conducting the additional race meets, and, therefore,

BE IT RESOLVED, that the Board of Directors of Western hereby agrees to enter into addendum to the original agreement with the Horsemen whereby Western would conduct the additional fifteen (15) race meets upon the condition that the Horsemen will fully reimburse Western for any and all costs associated with conducting the additional race meets, and, further,

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

Respectfully submitted,

Edward Morgan, Chairman Batavia Downs Operations Committee

Dated: July 28, 2022