

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

Minutes of the regular meeting of Board of Directors of the Western Regional Off-Track Betting Corporation, (“Western”) held on the 23rd day of June, 2022 and commencing at 10:00 a.m. in the *Boardroom*, Corporate Headquarters at 8315 Park Road Batavia, New York.

Participating were:

Cattaraugus	Mark C. Burr
Cayuga	Paul W. Lattimore, Jr.
Genesee	Richard E. Siebert
Livingston	Thomas P. Wamp
Monroe	Richard D. Bianchi
Niagara	Elliott Winter
Orleans	Edward F. Morgan
Oswego	Mark Bombardo
Rochester	Dennis Bassett
Steuben	Michael Horton
Wayne	Ken Lauderdale
Wyoming	Susan May

Absent:

Buffalo	Parmer-Garner
Erie	Warthling
Schuyler	Barnes
Seneca	Ricci
Chautauqua	Vacant

constituting the Directors of all participating municipalities.

Also participating were: Henry F. Wojtaszek, President & CEO; Scott Kiedrowski, Vice President Operations; Jacquelyne A. Leach, Chief Financial Officer; William R. White, Vice President – Administration; Mark Gabriele, Associate General Counsel; Steven Haigh, Internal Auditor; Ryan Hasenauer, Director of Marketing-WROTBC & Video Gaming; Brian Quinn, The Daily News, Mike Pettinella, The Batavian.

A roll of the membership of the Board having been called, Mr. Scott P. Kiedrowski, Vice President - Operations declared a quorum present.

Chairman Richard D. Bianchi proceeded to conduct the meeting following the published Agenda for this regular meeting.

Chairman Bianchi asked Mark J. Gabriele to lead the assemblage in the Pledge of Allegiance.

**Approval of Previous Minutes:**

Chairman Bianchi called for amendments, additions, deletions, or corrections to the minutes of the previous meeting of May 26, 2022. There being none, a motion was made by Director Horton and seconded by Director May to approve the May minutes as submitted. The minutes were approved unanimously by voice vote.

**Communications:**

The Corporation received the following thank you notes that were read to members by Mr. Scott P. Kiedrowski, Vice President - Operations:

A thank you note from Rochester Regional Health, Clare Hahn, Gift Shop Volunteer for the Stay and Play at Batavia Downs Gaming & Hotel for their recent basket raffle.

A thank you note from Sharon Royce to all staff for their helpful assistance on June 14, 2022.

**Personnel Committee Report:**

Committee Chairman Winter called the Personnel Committee meeting to order at 1:08 p.m. and the following items were discussed:

A motion was made by Director Winter, seconded by Director May to enter into Executive Session at 1:08 p.m. The Committee came out of Executive Session at 2:16 p.m.

A motion by Director May and seconded by Director Bassett the Personnel Committee adjourned at 2:16 p.m.

**Finance Committee Report:**

Committee Chairman Lauderdale reported that the Finance Committee meeting was held on Wednesday June 22, 2022 at 2:22 p.m. and the following items were discussed.

**Finance Committee Report continued:**

Mrs. Jacquelyne Leach, Chief Financial Officer reviewed the May 2022 Chief Financial Officer Reports with Committee members. Mrs. Leach discussed the results of operations for branches and Batavia Downs. The Corporation will distribute \$88,459 in surcharge revenues to member municipalities for May. Mrs. Leach also reviewed the May 2022 Batavia Downs results of operations, and provided information on credits played, net win and free play, food and beverage, hotel and other statistics.

Mrs. Leach reviewed the NYGA Weekly Numbers with Committee members, highlighting Batavia Downs Gaming net win performance through May as compared to same period 2021 and 2019.

Upon motion by Director Lauderdale, and seconded by Director Winter, the Finance Committee meeting adjourned at 2:47 p.m.

**Advertising & Promotions Committee Report:**

Committee Chairperson May reported that the Advertising & Promotions Committee meeting was held on Wednesday June 22, 2022 at 2:49 p.m. and the following items were discussed.

Mr. Ryan Hasenauer, Director of Marketing delivered a presentation showing photos and reviewed the Bourbon and Belmont Party and the first two concerts. Mr. Hasenauer reported that ticket sales are very strong for the next few concerts with Premium and VIP sections sold out.

Mr. Hasenauer reviewed existing and new hotel offers, centering on free play and gas cards.

Upon motion by Director Bianchi and seconded by Director Lauderdale the Advertising & Promotions Committee adjourned at 3:00 p.m.

**Legislative Committee Report:**

Committee Chairman Bombardo reported that the Legislative Committee meeting was held on Wednesday June 22, 2022 at 3:02 p.m. and the following items were discussed.

**Legislative Committee Report continued:**

A motion to waive the rules was made by Director Bombardo seconded by Director Morgan for the late Resolution for Hodgson Russ in the amount not to exceed \$25,000.00.

The Resolution #60-2022 was presented to engage Hodgson Russ to provide legal services to Western and its Board of Director and officers, in the amount not to exceed \$25,000.00.

Upon motion by Director Bombardo and seconded by Director Morgan a roll call vote was taken. The motion passed to engage Hodgson Russ to provide legal services to Western in the amount not to exceed \$25,000.00. Ayes: 13; Nays: 0; Absent: 3; Parmer-Garner; Warthling; Barnes; Vacant: 1; Chautauqua. **See Resolution #60-2022**

A motion to waive the rules was made by Director Bombardo seconded by Director Morgan for the late Resolution for the extension with Mercury Public Affairs, LLC in the amount of \$8,000.00 per month.

The Resolution was presented to enter into a six (6) month agreement with Mercury Public Affairs, LLC for the period July 1, 2022 through December 31, 2022.

Upon motion by Director Morgan and seconded by Director May a roll call vote was taken. The motion passed to extend the agreement with Mercury Public Affairs in the amount of \$8,000.00 per month. Ayes: 13; Nays: 0; Absent: 3; Parmer-Garner; Warthling; Barnes; Vacant: 1; Chautauqua. **See Resolution #61-2022**

A motion to waive the rules was made by Director Bombardo seconded by Director Morgan for the late Resolution for the extension with Upstate Strategic Advisors, LLC in the amount of \$3,500.00 per month.

A late Resolution was presented to continue to engage Upstate Strategic Advisors, LLC in the amount of \$3,500.00 per month for the period July 1, 2022 through December 31, 2022.

Upon motion by Director Bombardo and seconded by Director Siebert a roll call vote was taken. The motion passed to continue to engage Upstate Strategic Advisors, LLC in the amount of \$3,500.00 per month. Ayes: 13; Nays: 0; Absent: 3; Parmer-Garner; Warthling; Barnes; Vacant: 1; Chautauqua. **See Resolution #62-2022**

A motion to waive the rules was made by Director Bombardo seconded by Director Morgan for the late Resolution to enter into a six (6) month agreement with Bolton St. Johns in the amount of \$8,500.00 per month.

**Legislative Committee Report continued:**

A late Resolution was presented to engage Bolton St. Johns in the amount of \$8,500.00 per month for the period July 1, 2022 through December 31, 2022.

Upon motion by Director Bombardo and seconded by Director Siebert a roll call vote was taken. The motion passed to engage Bolton St. Johns in the amount of \$8,500.00 per month. Ayes: 13; Nays: 0; Absent: 3; Parmer-Garner; Warthling; Barnes; Vacant: 1; Chautauqua. **See Resolution #63-2022**

Upon motion by Director Bombardo and seconded by Director Bianchi the Legislative Committee adjourned at 3:12 p.m.

**Branch Operations Committee Report:**

Committee Vice-Chairman Horton reported the Branch Operations Committee meeting was held on Wednesday June 22, 2022 at 3:15 p.m. and the following items were discussed.

Ms. Dina Pane, General Manager – OTB Operations reported that they just added nine (9) T.V.'s to the T.V. wall at River Road and replaced old T.V.'s in the smoking room at the Wehrle Drive Branch with thirteen (13) flat screens. Ms. Pane informed the Committee that Customer Appreciation Days at the Branches will start next week and she will e-mail the schedule to the Board members if they would like to attend at any of the Branches.

Ms. Pane informed the Committee that the old Jefferson Road location in Monroe County, Salvatore's Saloon's paperwork is complete and she is just waiting for the Finger Lakes approval letter to be signed. The paperwork is also completed for Southside in Hornell, Steuben County, and she will be sending that to the Gaming Commission this week. Ms. Pane reported that she is waiting on some information from Angry Marks in Hastings, Oswego County and that will be ready to send off. She will again be searching for potential E-Z Bet locations in Wayne County because Tommy Boys has backed out.

Ms. Pane reported that Batavia Bets is down 21% year to date. We believe Sports Betting and the economy play a major part in this factor.

Upon motion by Director Bombardo and seconded by Director Burr the Branch Operations Committee meeting adjourned at 3:26 p.m.

Board of Directors  
Meeting #542  
June 23, 2022  
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### **Insurance Committee Report:**

Committee Chairperson May Called the Insurance meeting to order at 3:27 p.m. on Wednesday June 22, 2022 and the following items were discussed.

Mr. Henry F. Wojtaszek, President & CEO discussed an Insurance Renewal for Property & Casual Liability with Garland Insurance & Financial Services Resolution #57(a)-2022 who will provide commercial insurance coverage for a one (1) year term from June 1, 2022 through June 1, 2023 for a renewal premium of \$1,089,824.64.

Upon motion by Director Bianchi and seconded by Director Bassett, the motion passed to be carried to the full Board.

Upon motion by Director May and seconded by Director Bombardo a roll call vote was taken. The motion passed to enter into an agreement with Garland Insurance & Financial Services for a one year term in the amount of \$1,089,824.64. Ayes: 13; Nays: 0; Absent: 3; Parmer-Garner; Warthling; Barnes; Vacant: 1; Chautauqua. **See Resolution #57(a)-2022**

A motion by Director Bassett and seconded by Director Burr the Insurance Committee adjourned at 3:30 p.m.

### **Audit Committee Report:**

Committee Chairman Bassett reported that the Audit Committee meeting was held on Wednesday June 22, 2022 at 3:45 p.m. and the following items were discussed.

Mr. Steven Haigh, Internal Auditor gave a brief update centered on customer entertainment.

The Audit Committee meeting adjourned at 3:50 p.m.

Board of Directors  
Meeting #542  
June 23, 2022  
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**Batavia Downs Operations Committee Report:**

Committee Chairman Morgan reported the Batavia Downs Operations Committee meeting was held on Thursday June 23, 2022 at 9:02 a.m. and the following items were discussed.

Mr. Sean Schiano, General Manager of Gaming provided gaming statics to the Committee.

Mr. Kiedrowski provided slides of the new faces of 2022 live racing.

Mr. Don R. Hoover, Director/GM Live Racing/Race Secretary presented a live racing update reviewing the 2022 live racing promotions. A discussion was held regarding January and February 2023 Live Racing at Batavia Downs.

Mr. Wojtaszek provided a Park Rd. construction progress. A meeting was held with the Town of Batavia and CatCo. to discuss possibly closing down part of Park Rd. for two to three weeks, which would advance the progress and complete the road project earlier than planned.

Mr. Wojtaszek provided a concert series update relaying that ticket sales are higher for the next few shows.

Upon motion made by Director Morgan and seconded by Director Lauderdale the Batavia Downs Operations Committee meeting adjourned at 9:40 a.m.

**New Business:**

The next Committee and Board meeting is scheduled for July 27 and 28, 2022 respectively.

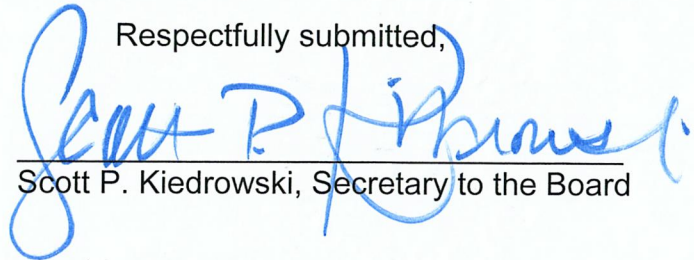
Chairman Bianchi advised the members that the Legislative Night at the Races will be held on August 24, 2022 in the Clubhouse.

Board of Directors  
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**Adjournment:**

Upon motion made by Director Siebert to adjourn seconded by Director Horton the meeting was adjourned at 10:30 a.m.

Respectfully submitted,



Scott P. Kiedrowski, Secretary to the Board

/pma



## RESOLUTION #57(a)-2022

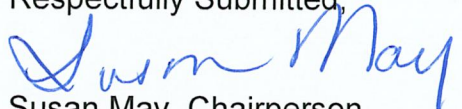
**WHEREAS**, the Western Regional Off-Track Betting Corporation (“Western”) has received a renewal proposal from Garland Insurance & Financial Services (“Garland”) to provide Western with Commercial Insurance coverage; and

**WHEREAS**, Staff is recommending to the Board of Directors of Western to accept such proposal and to enter into an agreement with Garland to provide Commercial Insurance coverage for a one (1) year term from June 1, 2022 through June 1, 2023 for the renewal premium of \$1,089,824.64 ; and therefore, be it

**RESOLVED**, that the Board of Directors of Western hereby accepts the proposal from Garland to provide Commercial Insurance coverage to Western for the one-year term of June 1, 2022 through June 1, 2023 for the renewal premium of \$1,089,824.64; and further

**RESOLVED**, that an officer of Western is directed to execute such documents as to further this Resolution.

Respectfully Submitted,



Susan May, Chairperson  
Insurance Committee

Dated: June 23, 2022  
Batavia, New York

**WESTERN REGIONAL OFF-TRACK BETTING CORPORATION**

The question of the adoption of the foregoing Resolution #57(a)-2022 was duly put to a vote on roll call, which resulted as follows: Guardian Insurance & Financial Services

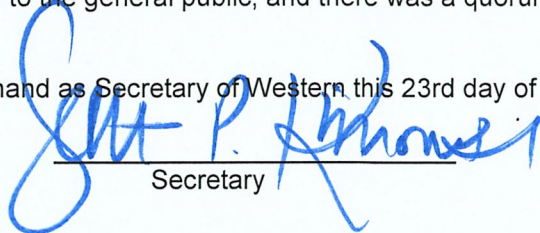
Motion by Director May, seconded by Director Bombardo

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

AYES 11 NAYS \_\_\_\_\_ ABSTAIN \_\_\_\_\_ ABSENT 5 Vacant 1

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

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of June 2022.

  
 \_\_\_\_\_  
 Secretary

## RESOLUTION #60-2022

**WHEREAS**, the Western Regional Off-Track Betting Corporation ("Western") has previously engaged the law firm of Hodgson Russ to represent Western in regards to an ongoing personnel matter; and


**WHEREAS**, Western wishes to engage Hodgson Russ to represent Western and it's Board of Directors and officers in its efforts to defend a lawsuit brought by Former New York State Senator George Maziarz, including defending Western against any and all claims or actions brought in that action; and

**WHEREAS**, Western wishes to engage Hodgson Russ to provide legal services to Western for this matter in an amount not to exceed \$25,000.00; and now be it

**RESOLVED**, the Board of Directors of Western wishes to engage the law firm of Hodgson Russ to provide such continued legal services as outlined above in an amount not to exceed \$25,000.00; and further

**RESOLVED**, that the Board of Directors of Western hereby authorizes Western's legal counsel to execute an engagement agreement with Hodgson Russ to represent Western as set forth in this resolution.

Respectfully Submitted,



Edward Morgan, Chairman  
Batavia Downs Operations

Dated: June 23, 2022  
Batavia, New York

**WESTERN REGIONAL OFF-TRACK BETTING CORPORATION**

The question of the adoption of the foregoing Resolution #60-2022 was duly put to a vote on roll call, which resulted as follows: Hodgson Russ

Motion to Waive the Rules by Director Bombardo, seconded by Director Burr

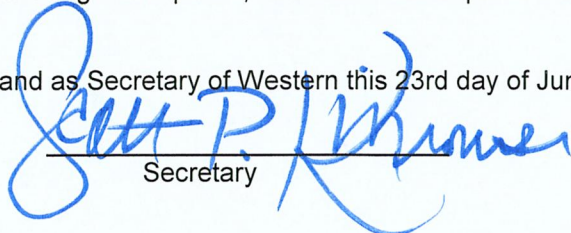
Motion by Director Bombardo, seconded by Director Morgan

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

AYES 11 NAYS \_\_\_\_\_ ABSTAIN \_\_\_\_\_ ABSENT 5 Vacant 1

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IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of June 2022.

  
 \_\_\_\_\_  
 Secretary

## **RESOLUTION #61-2022**

**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 July 1, 2022 through December 31, 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 July 1, 2022 through December 31, 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,

Mark Bombardo, Chairman  
Legislative Committee

Dated: June 23, 2022  
Batavia, New York

**WESTERN REGIONAL OFF-TRACK BETTING CORPORATION**

The question of the adoption of the foregoing Resolution #61-2022 was duly put to a vote on roll call, which resulted as follows: Mercury Public Affairs, LLC

Motion to Waive the Rules by Director Bombardo, seconded by Director Burr

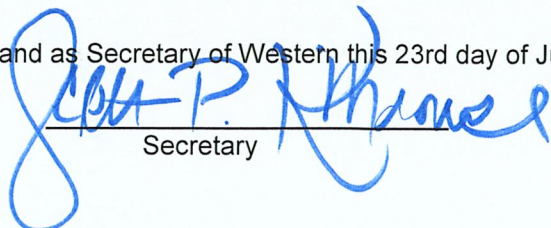
Motion by Director Morgan, seconded by Director May

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

AYES   11   NAYS            ABSTAIN            ABSENT   5   Vacant 1

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

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of June 2022.

  
 \_\_\_\_\_  
 Secretary

## **RESOLUTION #62-2022**

**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 July 1, 2022 through December 31, 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 July 1, 2022 through December 31, 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,

Mark Bombardo, Chairman  
Legislative Committee

Dated: June 23, 2022  
Batavia, New York

**WESTERN REGIONAL OFF-TRACK BETTING CORPORATION**

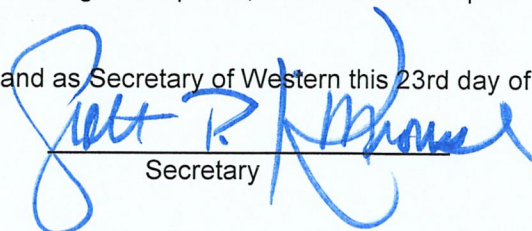
The question of the adoption of the foregoing Resolution #62-2022 was duly put to a vote on roll call, which resulted as follows: Upstate Strategic Advisors  
 Motion to Waive the Rules by Director Bombardo, seconded by Director Burr  
 Motion by Director Lauderdale, seconded by Director Siebert

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

AYES 11 NAYS \_\_\_\_\_ ABSTAIN \_\_\_\_\_ ABSENT 5 Vacant 1

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

IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of June 2022.

  
 \_\_\_\_\_  
 Secretary



## **RESOLUTION #63-2022**

**WHEREAS**, the Western Regional Off-Track Betting Corporation (“Western”) has previously entered into an agreement with Bolton-St. Johns (“BSJ”) for purposes of providing Western certain consulting services as a liaison with various government officials; and

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

**WHEREAS**, the Board desires to enter into a six (6) month extension to the agreement with BSJ for the amount of \$8,500.00 per month, covering the period from July 1, 2022 through December 31, 2022; and therefore, be it

**RESOLVED**, that Western agrees to enter into an extension to the agreement with BSJ for the amount of \$8,500.00 per month, covering the six (6) month period from July 1, 2022 through December 31, 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,

Mark Bombardo, Chairman  
Legislative Committee

Dated: June 23, 2022  
Batavia, New York

**WESTERN REGIONAL OFF-TRACK BETTING CORPORATION**

The question of the adoption of the foregoing Resolution #63-2022 was duly put to a vote on roll call, which resulted as follows: Bolton St. John

Motion to Waive the Rules of Order by Director Bombardo, seconded by Director Burr

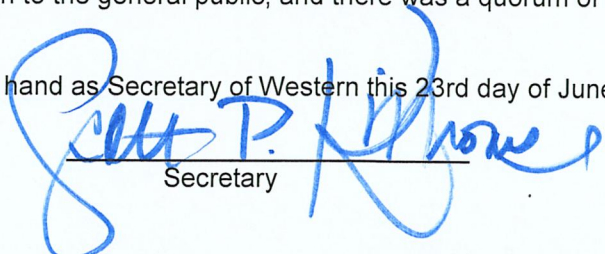
Motion by Director Lauderdale, seconded by Director Siebert

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

AYES 11 NAYS \_\_\_\_\_ ABSTAIN \_\_\_\_\_ ABSENT 5 Vacant 1

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IN WITNESS WHEREOF, I have hereunder set my hand as Secretary of Western this 23rd day of June 2022.

  
 \_\_\_\_\_  
 Secretary