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PRESENTS



Western Regional Off Track Betting
2021 Annual Report
bataviadownsgaming.com



Welcome to WROTBC!

We are proud to announce that 2021 was one of the best years ever for Western Region Off Track Betting Corporation (WROTBC)!

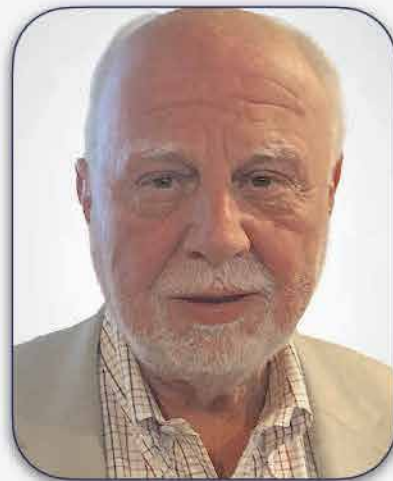
We don't have to tell you the pandemic effects were devastating. However, in retrospect, it also provided us an opportunity to take a fresh look at our operations to find ways to become better, stronger, and more responsive to the needs of our guests and member counties and cities.

This annual report will give you a good idea of what we're doing and how we're implementing continuous improvements that will strengthen our position in the future. This is one of many ways we intend to reach out to our stakeholders and guests to let everyone know how important our organization is to enhancing the quality of life we enjoy in the Western Region of the state.

Positive things are happening. Take our new on-site hotel as an example. Operated by the renowned Hart Hotels, this beautiful facility is just upstairs from our gaming floor. When we say, "Dine, Play and Stay" we mean it. Players can enjoy any of our three restaurants, try their luck at over 900+ video lottery terminals on the gaming floor, and then relax and spend the night in our luxury boutique hotel, which has already become a profit center for us. Add a Rockin' The Downs concert to that mix and now you can understand why Batavia Downs is at the top of the list for thousands of people who are looking to escape their daily stresses. Yes, it's all about entertainment and convenience. The bottom line — Batavia Downs is a fun place to be!

There are challenges of course. One example is the dip we saw in this year's Kentucky Derby wagering. Why? Because of the legalization of competing sports betting phone apps that have benefited from millions of dollars in television advertising and promotion. But WROTB is not far behind. We have introduced our own mobile site called "Batavia Bets" that enables our customers to go online and place bets on their favorite horses at the most popular tracks.

It's interesting. We started 48 years ago in 1974, and it would take another 20 years for people to first hear the term "Internet." The idea of being able to place a bet on your phone — that you carry in your pocket — was beyond anyone's imagination. Suffice it to say, our goals are many, including our resolve to stay



Richard D. Bianchi

"Our success hasn't happened by accident. We have an amazing team of talented and hard working associates who are taking us to the next level."

technologically competitive.

Our success hasn't happened by accident. We have an amazing team of talented and hard working associates who are taking us to the next level. We are led by an outstanding Board of Directors who are chosen by our member counties and cities to provide valued input and guidance. And most importantly, we have a loyal core of enthusiastic guests who visit our facilities regularly and enjoy all of our excellent programs, exciting events and first-class accommodations.

We want you to know that we take our mission seriously and are committed to providing the highest level of service and accountability, while providing our guests with memorable and rewarding experiences. Moreover, we remain true to our goal of maximizing the return to our member counties and cities to help them relieve the burden on the local property taxpayers throughout the Western Region.

Yes, WROTBC is a win-win! The counties and cities win by sharing profits and our guests have fun enjoying the best of gaming and entertainment.

We invite you to visit our main location in Batavia so you can get a first-hand look at all of the exciting things that are happening here. Hundreds of thousands of guests have been very impressed and we think you will be too.

"WROTBC is a win-win! The counties and cities win by sharing profits and our customers have fun enjoying the best of gaming and entertainment."

In fact, we'd love the opportunity to give you a personal tour to acquaint you with the amazing progress we've made in updating all our facilities, programs and offerings.

We pride ourselves on delivering the finest customer service and our employees love providing it. We know our guests' names, and have earned the reputation as the "Cheers" of the gaming industry.

One of our patrons recently said on a Google review, "We don't just like Batavia Downs, we love it!" We do everything we can to spread the word.

Our doors are always open. We welcome your thoughts, ideas and suggestions. Our contact information is included below so please reach out and let us hear from you. Let us know how we can best serve you.



Henry F. Wojtaszek

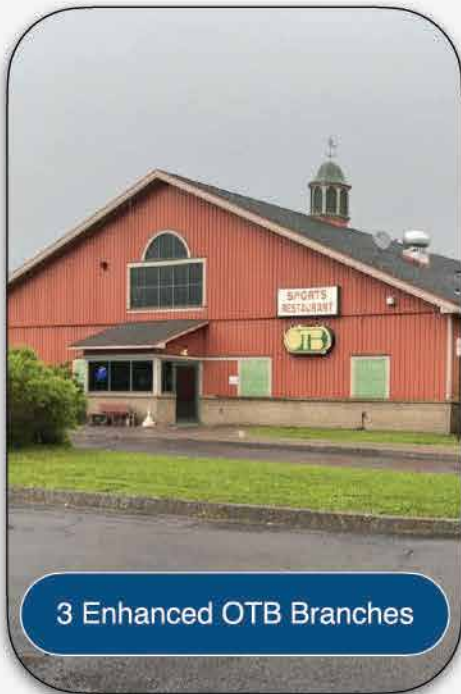
A handwritten signature in dark ink, reading "Richard D. Bianchi".

Richard D. Bianchi
Chairman of the Board
rbianchi@yahoo.com

A handwritten signature in dark ink, reading "Henry F. Wojtaszek".

Henry F. Wojtaszek
President and Chief Executive Officer
hwojtaszek@bataviagaming.com

OTB Operations at a Glance





Hotel at Batavia Downs



- **Comfortable**
- **Convenient** • **Fun**
- 84 luxury rooms and suites**

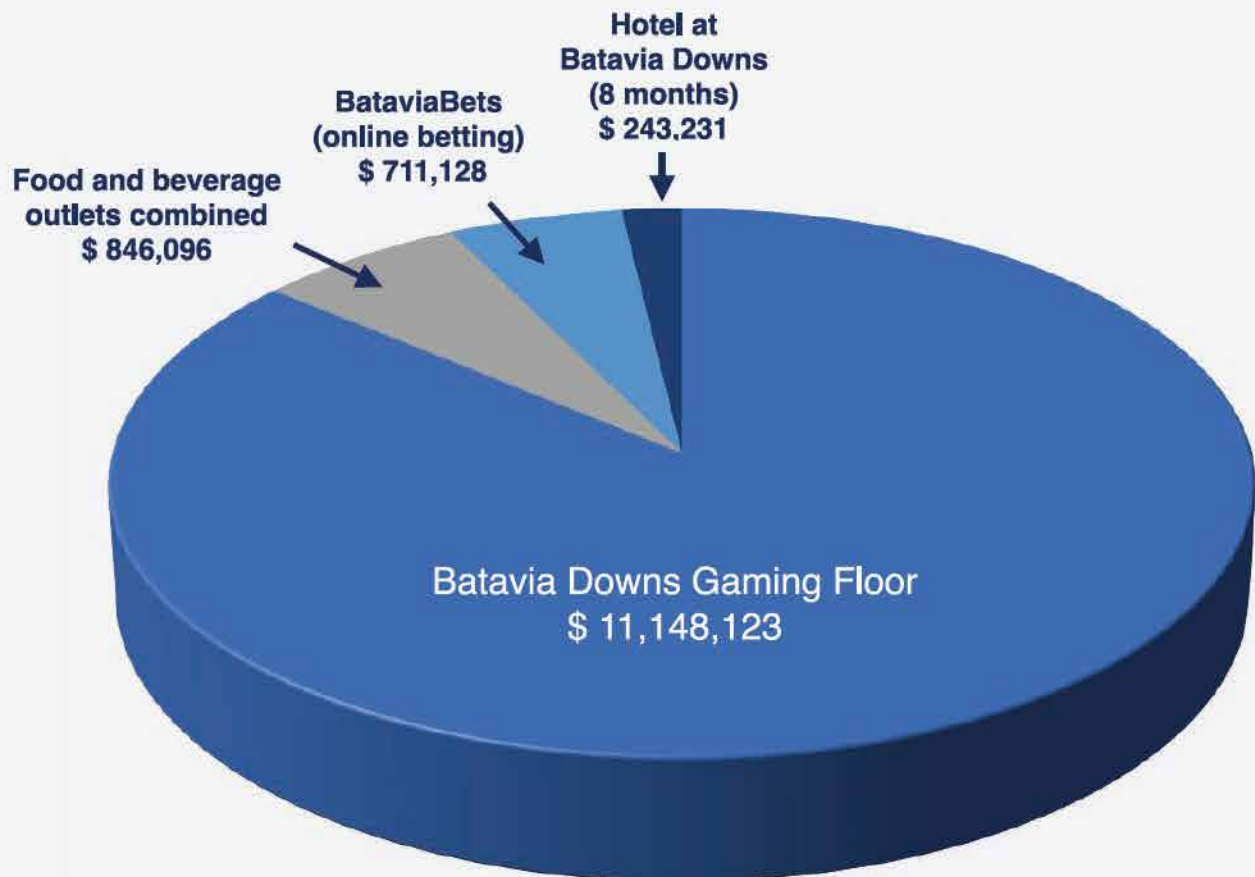
**A one of a kind experience
whether you come to play,
or are here to stay!**

- Directly upstairs from the popular gaming floor.
- Suites with open-air balcony overlooking the track.
- Luxurious bed sets, Green Natura bath amenities.
- Free valet parking and hot breakfast.
- Free high-speed internet and cable TV.
- \$10 in free play per guest, per night.
- 4 on-site dining options and 900+ games right downstairs.



Major Profit Centers

These are the “net” profits, after expenses, of OTB’s major profit centers for 2021.



The popular gaming floor at Batavia Downs Gaming & Hotel generates the most profit for the corporation. Patrons love the video lottery gaming machines.

Reducing Local Property Taxes

There's no question — the pandemic hit hard and fast. Money sent to our member counties and cities took a sharp decline in 2020. Yet, operations continued, and in 2021, just months after the bottom fell out, OTB regained its footing and was able to send more money back to the counties and cities than ever before. Projections for 2022 are even more promising and we're looking to break more records as we continue our mission to reduce local property taxes.

It's important to note that this money is an additional income stream for our member counties and cities that use this revenue to reduce local property taxes.

After paying betters their winnings, about half of the remaining profits go to the state to pay for education. The other half goes to pay for revenues distributed to our 15 member counties and the cities of Buffalo and Rochester, OTB operations, and the horse racing industry.

Total Dollars Distributed to Member Counties and Cities Over the Past 5 Years



How Much Each County and City Received from OTB

	In 2021	Since Inception
Cattaraugus	\$ 156,178	\$ 5,225,702
Cayuga	168,980	5,441,643
Chautauqua	271,197	9,712,200
Erie/Buffalo	1,930,905	90,497,540
Genesee	123,409	12,680,306
Livingston	133,084	3,495,682
Monroe/Rochester	1,611,526	61,999,963
Niagara	469,982	20,906,747
Orleans	85,236	2,600,065
Oswego	269,669	9,756,816
Schuyler	35,702	1,084,166
Seneca	72,581	3,057,548
Steuben	195,897	6,856,829
Wayne	184,219	5,231,730
Wyoming	84,619	1,948,025
Total	\$5,793,184	\$240,494,962

Our Legal and “Statutory Objective”

The Western Regional Off-Track Betting Corporation (WROTBC) is one of five regional OTB corporations established and financed by their respective municipal sponsors following the enactment of permissive legislation by New York State in 1973.

WROTBC is an established "public benefit corporation," in that, it provides revenues to its member municipalities. Its geographical area is comprised of 18 counties, 15 of which participate as members of WROTBC, including the two cities of Buffalo and Rochester. The statutory objective of WROTBC is:

- 1) To prevent and curb illegal bookmaking while providing a reasonable revenue stream for the support of government.
- 2) To promote the well-being of horse racing and breeding industries in New York State.
- 3) To facilitate the local economy by providing employment to its residents.



March 24, 2022
by Mike Pettinella

Independent Audit Results in “Clean Opinion” and WROTB’s “financial position is in a very good spot.”

An independent audit of the Western New York Off-Track Betting Corp. revealed “a clean opinion” with no internal control material weaknesses, according to a certified public accountant with The Bonadio Group.

Randy Shepard, speaking at this morning’s WROTB board of directors meeting at the Park Road facility, said the corporation’s accounting procedures and financial position are in good order.

“From an overall perspective, we did issue an unmodified, or a clean, audit opinion. That’s the highest level of assurance that we can give from an audit perspective,” Shepard reported. “And that’s very important, as you go to bonding – and this year you did go out to bond – that having a clean opinion impacts your interest rates and things like that. So, a very good process.”

“The highest level of assurance that we can give from an auditing perspective.”

Shepard also said the audit did not identify any material weaknesses in internal control and made no adjustments to financial figures.

He credited CFO Jacquelyne Leach and her staff for their accuracy in keeping the books. Responding to WROTB President Henry Wojtaszek’s request to talk about the corporation’s balance sheeting coming out of the COVID-19 pandemic, Shepard said, “The rebound has been very nice.”

“Obviously, for the organization, volumes and patron activity levels have been higher here. And that really is demonstrated on the balance sheet in terms of where your cash position is. Your liabilities and your debt are much more manageable now that you’ve refinanced. So, I think your financial position is in a very good spot.”

Wojtaszek said he and the board are “ecstatic” with the audit report.

“We have no issues with in terms of internal controls or anything with our financial statements. They’re clean,” he said after the meeting. “There are no issues and in terms of our balance sheet, and we are in a fantastic financial position at Batavia Downs -- especially coming out of a pandemic. We are really in a great financial position.”

When asked if the audit addressed some of the problems found by the New York State Comptroller’s Office regarding the distribution of sports tickets and the use of company vehicles for the years 2017-19, Wojtaszek said all of those issues have been rectified.

“Again, we invited the Comptroller here in the first place,” he said. “We had resolved the majority if not all of the issues even before they came here, and so we feel very comfortable with them coming in here and anything they had pointed out. We were looking for any good advice and we took that advice.”

“Jackie Leach and her accounting staff have done a great job of making sure that our financial house is in order.”

“Jackie Leach and her accounting staff have done a great job.”

State, local officials address problem gaming BATAVIA: Options for patrons discussed at Batavia Downs

May 6, 2022
by Brian Quinn

Gambling addiction is an issue for roughly 2 million adults in the United States. In Batavia and around New York State, gaming providers say they're making an effort to address the issue.

New York State Gaming Commission Executive Director Robert Williams said as many as 3% or more than 6 million adults in the U.S., have mild or moderate gaming problems.

"What is responsible gaming? For the player, it might mean not using gambling as a source of income..."

— Robert Williams, Gaming Commission

"It's our job as gaming regulators, administrators, operators, public health administrators and advocacy groups to join with the National Council (on Problem Gaming) to shine a light on the very real problem and issue of

problem gambling and the millions of individuals nationwide who continue to gamble for reasons other than entertainment," Williams said during a discussion Thursday at Batavia Downs.

"What is responsible gaming?" was the title of Thursday's presentation, he said. Williams said the answer depends on where a person sits. "For the player, it might mean not using gambling as a source of income, gambling only with money you can afford to lose or setting time or money limits for gambling," he said. "For the operator, it may mean prevention with the goal of stopping problem gambling behaviors from developing. For the treatment provider, it might mean ensuring that there are resources and treatment options for those who seek assistance."

Williams debuted signage featuring the industry's first-ever Quick Response (QR) Code to connect problem gamblers with trained problem gambling clinicians where they live, in real time. Once scanned, the QR Code automatically links users to the Council on Problem Gambling's website, which provides access to a network of Regional Problem Gambling Resource centers. The QR Code is available on advertising and promotional materials the Gaming Commission and its licensees issue.

"We take it very seriously at Batavia Downs and we appreciate the support of the Gaming Commission and other agencies."

— Henry Wojtaszek, CEO

"We take it very seriously at Batavia Downs and we appreciate the support of the Gaming Commission and other agencies to help us do that," CEO Henry Wojtaszek said. Staff will take concerns to on-duty management to see if the situation needs to be looked into further and to explain the options a patron with a problem-gaming issue has.

"If you walk around the gaming floor, you'll see the decals on every device that promotes New York's HOPEline," he said. "Our security and floor staff have information on any of those topics if our patrons want to find that out. If they need more statewide information, we'll give that to them as well. Each one of our promotional mailings that we send out reminds people to play responsibly."

The HOPEline number is 1-877-8-HOPENY (467369). HOPEline services are free and confidential.

Employer of the Year Award



Shelley Falitico
Arc Dir. of Development

Scott P. Kiedrowski
VP of Operations

2021 The Arc NY Employer of the Year Award

Batavia Downs Gaming & Hotel has been selected one of four statewide recipients of "The Arc New York 2021 Employer of the Year Award."

Acknowledging the value of employing people with disabilities in their place of business, Arc of Genesee Orleans Director of Development Shelley Falitico says Batavia Downs has been a longtime friend of the agency, hosting Arc Night at the Races and Arc's annual awards banquet. Batavia Downs values the benefits of hiring people with disabilities.

In addition, through a partnership with Genesee County Chamber of Commerce, an onsite training on "The Benefits of Hiring a Person with a Disability" was held at the Arc Walnut Street location. Several employees from our HR Department were in attendance and were excited to begin collaborating with Arc's Vocational Services team.

2021 Employer Recognition Award

Presented to

Batavia Downs Gaming



For Demonstrating Outstanding
Commitment and Support in Providing
Meaningful Employment and Acceptance
of Individuals with Intellectual and Other
Developmental Disabilities in the Workplace



Achieve with us.

What our Guests are Saying



Great brunch for Mother's day.

RICHARD S VIA GOOGLE REVIEWS



We had a blast at this very clean and comfortable casino. The smoking rooms are well stocked with games and have great ventilation. The staff was friendly and helpful. Self serve drink stations for non alcohol. Lots of free play bonuses available. Can't wait to go back!

JOSH A. VIA GOOGLE REVIEWS



Go to Batavia Downs often. Great slot machines and the restaurant Fortune's is excellent!

SHIRLEY N. VIA GOOGLE REVIEWS



Rates were great. Hotel was clean, beds were very comfortable as were pillows and comforter. Water in shower was powerful and had a good temperature. Requested extra hygiene items and promptly received them. Free breakfast included and sixty dollars free play. Trip paid for itself.

D. VIA GOOGLE REVIEWS



The hotel rooms are comfortable, the food at the restaurants is delicious and not overpriced. The staff is top notch... yes, they are the best! Always a relaxing experience for me, which is why I always enjoy coming back.

ANN B. VIA GOOGLE REVIEWS



Stayed at Batavia Downs hotel for the first time. The rates were great. Depending on the rate you pick they give you free pay for the casino. The room was super clean, quiet, big and well stacked with amenities. I'm definitely going to stay there again soon.

DARRICK M. VIA GOOGLE REVIEWS



My first time ever to a casino. We had a blast. I really didn't know what to do or how to do it. But they were awesome and explained everything to me. Just wish I had more free play! We also went to the Slaughter concert and had a BLAST! They upgraded us when we got there to the VIP section. We also have tickets for the Puddle of Mudd concert. I love Batavia Downs!

CHERYL B. VIA GOOGLE REVIEWS



The 34 Rush Restaurant and Bar have great services. Go a lot on Saturdays for lunch. If you have to wait its only because they're busy, otherwise they are right on time.

S.K.W. VIA GOOGLE REVIEWS

Unsolicited comments taken directly from the web.

Community Outreach

Batavia Downs Gaming Cares



Make-a-Wish Foundation

OTB CEO Henry Wojtaszek was joined by Batavia Downs employees to present the Make-A-Wish Foundation with a \$4,500 check to help support the incredible work they do by fulfilling the dreams of Western New York children. Throughout Batavia Downs' massively successful Rockin' The Downs Summer Series, volunteers from Make-A-Wish worked a chair-rental booth.

County Animal Shelter

OTB presented representatives from the Genesee County Volunteers for Animals and the Genesee County Animal Shelter with checks totaling \$2,471 to help support their efforts to take care of animals in the Genesee County area. The money was raised at the Puppy Paws Indoor Craft and Vendor Market.



Breast Cancer Coalition

Representatives from the Breast Cancer Coalition of Rochester (BCCR) were presented a check for \$19,653 to help support their efforts as they support those to have been touched by breast or gynecologic cancer. On September 10, 2021, a dinner fundraiser to benefit the BCCR was held inside the Clubhouse in conjunction with a night of racing.

Gigi's Playhouse

On November 17, 2021, Batavia Downs Employees, Connie & Mikala, dropped off a donation of goods to Gigi's Playhouse Rochester. GiGi's is a private not-for-profit organization. GiGi's provides free purposeful programming for individuals with Down syndrome.



See more of our community outreach activities on our Facebook page: facebook.com/bdgcars

Batavia Downs Gaming & Hotel
Western Regional OTB
8315 Park Road
Batavia, New York 14020
585-343-3750
bataviadownsgaming.com

Henry Wojtaszek, CEO
 585-343-3750 x 6303

William White, VP Administration
 585-343-3750 x 6212

Scott P. Kiedrowski, VP Operations
 585-343-3750 x 6232

Jacquelyne Leach, CFO
 585-343-3750 x 6221

WROTB Action Center
 585-343-3750 x 6262

The Hotel at Batavia Downs
 585-815-7000

Event Booking
 585-343-3750

Fortune's Italian Steakhouse
 585-367-8863 (585-FORTUNE)

The Labatt Blue Zone at 34 Rush
 Homestretch Grill
 The Clubhouse & Rail Bar
 585-343-3750

Corporate Information

OTB Branches

To reach a branch, please call the WROTB Action Center:
585-343-3750 x 6262

AUBURN
 PO Box 691, 1 Arterial East
 Auburn, NY 13021

JAMESTOWN
 1345 East 2nd Street
 Jamestown, NY 14701

CLINTON
 2310 Clinton Street
 Cheektowaga, NY 14225

WEHRLE
 1042 Wehrle Drive
 Williamsville, NY 14221

BATAVIA DOWNS ITW
 8315 Park Road
 Batavia, NY 14020

EMPIRE
 1764 Empire Boulevard
 Penfield, NY 14580

LYELL / BROAD
 940 West Broad Street
 Rochester, NY 14608

MARWAY
 63 Marway Circle
 Gates, NY 14624

RIVER
 550 River Road
 North Tonawanda, NY 14120

PHOENIX
 228 Huntley Road
 Phoenix, NY 13135



WROTB Board of Directors

Bottom row (l to r): Edward Morgan (Vice Chair, Orleans County), Michelle Parmer-Garner (Buffalo), Richard Siebert (Genesee County), Susan May (Wyoming County), Richard Bianchi (Chairman, Monroe County)

Top row: Paul Lattimore, Jr. (Cayuga County), Elliott Winter (Niagara County), Thomas Wamp (Livingston County), Dennis Bassett (Rochester), Richard Haberer (formerly representing Cattaraugus County), Richard Ricci (Seneca County), Allan Hendrickson (Chautauqua County), Mark Bombardo (Oswego County), Ken Lauderdale (Wayne County)

Not in photo: Mark C. Burr (Cattaraugus County), Francis Warthling (Erie County), Philip C. Barnes (Schuyler County), Michael D. Horton (Steuben County)



Western Regional OTB
8315 Park Drive, Batavia, New York 14020
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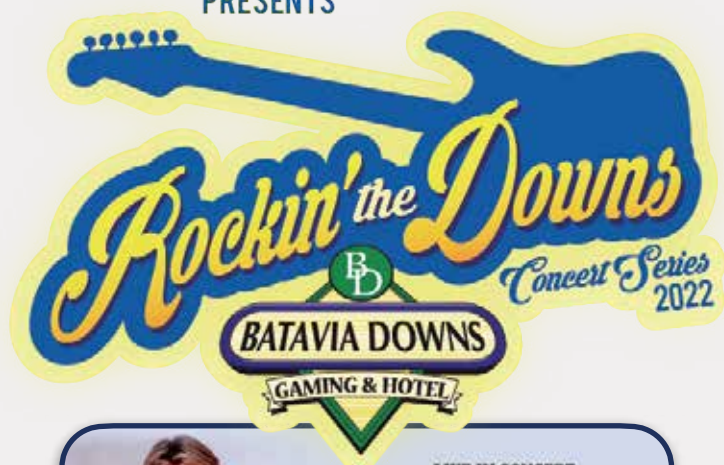


A Celebration of "The Mighty Zep"
Friday, July 1, 2022, 5pm



38 Special
Friday, July 29, 2022, 5pm

Here are just three this year's fabulous Rockin' the Downs concerts presented by Pepsi. Call 585-343-3750 for more info. Whether you enjoy gaming, racing, music or dining, there is always something to do at Batavia Downs.



Check out the full schedule at: bataviadownsgaming.com