

# **Western Regional Off-Track Betting Corporation**

8315 Park Road, Batavia, NY 14020

## **PUBLIC NOTICE**

### **AUGUST 2022 MEETINGS**

#### **Committee Meetings for** **Western Regional Off-Track Betting Corporation**

Committee meetings for Western Regional Off-Track Betting Corp. will be held on **Wednesday, August 24 and Thursday, August 25, 2022** at Western Regional Off-Track Betting Corporation offices located at 8315 Park Road, Batavia, NY 14020 as follows:

#### **Wednesday, August 24, 2022**

1:00 p.m. Personnel  
2:00 p.m. Finance  
2:30 p.m. Advertising  
3:00 p.m. Legislative  
3:30 p.m. Branch  
3:45 p.m. Insurance  
4:00 p.m. Audit

#### **Thursday, August 25, 2022**

9:00 a.m. Batavia Downs Operations

#### **Regular Meeting of the Western Regional Off-Track** **Betting Corporation Board of Directors**

The Regular Monthly Meeting of the Board of Directors of Western Regional Off-Track Betting Corp. will be held on **Thursday, August 25, 2022 at 10:00 a.m.** at Western Regional Off-Track Betting Corporation offices located at 8315 Park Road, Batavia, NY 14020.

**Dated: August 9, 2022**

# WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

## PERSONNEL COMMITTEE MEETING

Wednesday, August 24, 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. Departmental Name Change  
-J. Leach
2. Approval of New Job Title  
-W. White  
-S. Kiedrowski
3. Departmental Merge/Number of Positions  
-H. Wojtaszek  
-W. White
4. Executive Session
  - 4a. 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  
August 24, 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
  - July 2022

- J. Leach
  
2. NYGA Weekly Numbers

- J. Leach

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

<u>Operational Results - July 2022</u>	<u>July 2022</u>	<u>July 2021</u>	<u>July Plan</u>
Total Handle	\$5,129,681	\$6,065,691	\$5,976,000
\$ Variance		(936,010)	(846,319)
% Variance		-15%	-14%
VGM Net Win	\$6,745,335	\$6,915,630	\$6,915,629
\$ Variance		(170,295)	(170,294)
% Variance		-2%	-2%
Revenue net of Statutories	\$ 4,730,260	\$ 4,499,988	\$ 4,444,392
Operating Expenses	3,627,672	3,489,644	3,576,051
Earnings and Surcharge	1,102,588	1,010,344	868,341
Surcharge	61,498	74,267	69,318
Operational Earnings	\$ 1,041,090	\$ 936,077	\$ 799,023
\$ Variance		105,013	242,067
% Variance		11%	30%

\* Earnings are computed and distributed on a quarterly basis

<u>Segment Performance:</u>	<u>July 2022</u>	<u>July 2021</u>	<u>July Plan</u>
BRANCH Earnings from Operations	\$ 209,623	\$ 259,615	\$ 272,392
Less: G&A Allocation	223,516	134,622	203,474
<u>Earnings (Losses) net of G&amp;A Allocation</u>	<u>\$ (13,893)</u>	<u>\$ 124,993</u>	<u>\$ 68,918</u>
\$ Variance		(138,886)	(82,811)
% Variance		-111%	-120%
BATAVIA DOWNS Earnings from Operations	\$ 1,376,627	\$ 1,004,809	\$ 1,022,910
Less: G&A Allocation	321,644	193,725	292,805
<u>Earnings net of G&amp;A Allocation</u>	<u>\$ 1,054,983</u>	<u>\$ 811,084</u>	<u>\$ 730,105</u>
\$ Variance		243,899	324,878
% Variance		30%	44%
GENERAL AND ADMINISTRATIVE expense	\$ 545,160	\$ 328,347	\$ 496,279
\$ Variance		216,813	48,881
% Variance		66%	10%
<u>Net Cash Distributions to Municipalities:</u>	<u>July 2022</u>	<u>July 2021</u>	<u>July Plan</u>
SURCHARGE	\$ 61,498	\$ 74,267	\$ 69,318
\$ Variance		(12,769)	(7,820)
% Variance		-17%	-11%
<u>Year to Date Surcharge and Net Revenue</u>	<u>July 2022</u>	<u>July 2021</u>	<u>July Plan</u>
SURCHARGE	\$ 434,875	\$ 564,578	\$ 564,001
\$ Variance		(129,703)	(129,126)
% Variance		-23%	-23%
NET EARNINGS AVAILABLE FOR DISTRIBUTION	\$ 5,660,803	\$ 2,519,611	\$ 3,600,929
\$ Variance		3,141,192	2,059,874
% Variance		125%	57%
TOTAL	\$ 6,095,678	\$ 3,084,189	\$ 4,164,930

## CFO'S REPORT - July 2022

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

	2022 July	2021 July	2022 July Plan	2022 Year To Date	2021 Year To Date	2022 Operating Plan YTD
HANDLE (includes Live)	\$5,130,000	\$6,066,000	\$5,976,000	\$33,954,000	\$42,082,000	\$42,196,000
\$ Variance		(936,000)	(846,000)		(8,128,000)	(8,242,000)
% Variance		-15%	-14%		-19%	-20%
VGM Net Win	\$6,745,000	\$6,916,000	\$6,916,000	\$44,745,000	\$35,690,000	\$38,713,000
\$ Variance		(171,000)	(171,000)		9,055,000	6,032,000
% Variance		-2%	-2%		25%	16%
<b>Revenue and Expense:</b>						
Operating Revenue	8,671,000	8,611,000	8,579,000	53,817,000	45,658,000	48,910,000
\$ Variance		60,000	92,000		8,159,000	4,907,000
% Variance		1%	1%		18%	10%
Less: Statutory Expenses	3,941,000	4,111,000	4,135,000	26,292,000	22,755,000	24,150,000
\$ Variance		(170,000)	(194,000)		3,537,000	2,142,000
% Variance		-4%	-5%		16%	9%
Revenue before Operating Expenses	4,730,000	4,500,000	4,444,000	27,525,000	22,903,000	24,760,000
\$ Variance		230,000	286,000		4,622,000	2,765,000
% Variance		5%	6%		20%	11%
Less: Operating Expenses	3,628,000	3,490,000	3,576,000	21,429,000	19,819,000	20,595,000
\$ Variance		138,000	52,000		1,610,000	834,000
% Variance		4%	1%		8%	4%
Retained Surcharge/Net earnings	1,103,000	1,010,000	868,000	6,096,000	3,084,000	4,165,000
\$ Variance		93,000	235,000		3,012,000	1,931,000
% Variance		9%	27%		98%	46%
Retained Surcharge	61,000	74,000	69,000	435,000	565,000	564,000
\$ Variance		(13,000)	(8,000)		(130,000)	(129,000)
% Variance		-18%	-12%		-23%	-23%
Net Earnings(Losses) from Operations	1,041,000	936,000	799,000	5,661,000	2,519,000	3,601,000
\$ Variance		105,000	242,000		3,142,000	2,060,000
% Variance		11%	30%		125%	57%
PPP Forgiveness	0	0	0	81,000	3,152,000	0
Earnings (Losses) Net of PPP Forgiveness	1,041,000	936,000	799,000	5,742,000	5,671,000	3,601,000
\$ Variance		105,000	242,000		71,000	2,141,000
% Variance		11%	30%		1%	59%
				Earnings		
				Operational	allocated to	Distributable
				Earnings	CAF	Earnings
1st Qtr. Operational Earnings*				\$1,917,539	\$125,604	\$1,791,935
\$ Variance						\$174,952
% Variance						1,616,983
						659,216
						924%
						58%
2nd Qtr. Operational Earnings*				\$2,702,174	\$153,979	\$2,548,195
\$ Variance						\$1,051,606
% Variance						1,496,589
						879,008
						142%
						53%
3rd Qtr. Operational Earnings*				\$1,041,090	\$0	\$1,041,090
\$ Variance						\$936,077
% Variance						105,013
						242,067
						11%
						30%
PPP Forgiveness**		\$81,335	\$0	\$0	\$0	\$0
Total YTD				\$5,742,138	\$279,583	\$5,381,220
\$ Variance						\$2,162,635
% Variance						3,218,585
						1,780,291
						149%
						49%
* 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.						

**WESTERN REGIONAL OFF-TRACK BETTING CORPORATION**

**ADVERTISING AND PROMOTIONS COMMITTEE AGENDA**

**Wednesday, August 24, 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 #79-2022  
Tops Friendly Markets R. Hasenauer

## RESOLUTION #79-2022

**WHEREAS**, as part of its ongoing patron attraction and retention program for the hotel, Western Regional Off-Track Betting Corporation (“Western”) purchases various promotional items that are given away to patrons of Batavia Gaming and Hotel; and

**WHEREAS**, Western wishes to promote the Hotel at Batavia Downs by offering a Tops Friendly Markets (“Tops”) gift card with eligible hotel stays from July 2022 until December 2022; and

**WHEREAS**, Staff requests that the Board approve the purchase from single source provider Tops, \$20.00 gift cards in the amount of \$50,000 to be used toward a promotion for the Hotel at Batavia Downs in order to encourage stays; and therefore

**BE IT RESOLVED**, that the Board of Directors of Western hereby acknowledges and approves that Western purchase \$20.00 Tops gift cards for use in a promotion for the Hotel at Batavia Downs in the total amount of \$50,000.00; and further

**RESOLVED**, that the Board of Directors of Western hereby authorizes an officer of Western to execute any such agreements in furtherance of this resolution.

Respectfully submitted,

Susan May, Chairperson  
Advertising & Promotions Committee

Dated: August 25, 2022  
Batavia, New York

**WESTERN REGIONAL OFF-TRACK BETTING CORPORATION**

**LEGISLATIVE COMMITTEE**

**Wednesday – August 24, 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



# **WESTERN REGIONAL OFF-TRACK BETTING CORPORATION**

## **BRANCH OPERATIONS COMMITTEE MEETING**

**Wednesday, August 24, 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

**WESTERN REGIONAL OFF-TRACK BETTING CORPORATION**

**INSURANCE COMMITTEE**  
**Wednesday August 24, 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**

1. Health Insurance Update

H. Wojtaszek

# WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

## BATAVIA DOWNS OPERATIONS COMMITTEE

Thursday – August 25, 2022  
9:00 A.M.

Edward Morgan, Chairman  
Richard Siebert, Vice-Chairman  
Richard Bianchi, Member

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

### AGENDA

- |                                    |               |
|------------------------------------|---------------|
| 1. Gaming Floor Update             | S. Schiano    |
| 2. Live Racing Update              | D. Hoover     |
| 3. HISA Update                     | M. Loewe      |
| 4. Hotel Update                    | H. Wojtaszek  |
| 5. Park Road Update                | H. Wojtaszek  |
| 6. Concert Update                  | H. Wojtaszek  |
| 7. Resolution #80-2022<br>Sysco    | S. Kiedrowski |
| 8. Resolution #81-2022<br>US Foods | S. Kiedrowski |

## **RESOLUTION #80-2022**

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

**WHEREAS**, Western had previously approved a purchase order for food and related items from Sysco Food Services (“Sysco”); and

**WHEREAS**, Western requires a supplemental purchase order in the amount of \$135,000.00 for use by the Food and Beverage Department through the end of 2022; and

**WHEREAS**, staff requests that the Board of Directors of Western approve a supplemental purchase order in an amount not to exceed \$135,000.00 with Sysco for food and related items through the end of 2022; now therefore

**BE IT RESOLVED**, that the Western’s Board of Directors hereby approves a supplemental purchase order in an amount not to exceed \$135,000.00 from Sysco through the end of 2022; 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: August 25, 2022  
Batavia, New York

## RESOLUTION #81-2022

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

**WHEREAS**, Western had previously approved a blanket purchase order for the purchase of various food commodities and related items from US Foodservice Inc. (“US Food”) for the 2022 calendar year; and

**WHEREAS**, Western requires a supplemental blanket purchase order in the amount of \$135,000.00 for use by the Food & Beverage Department through 2022; and

**WHEREAS**, staff requests that the Board of Directors of Western approve a supplemental blanket purchase order in an amount not to exceed \$135,000.00 with US Food for the purchase of various food commodities and related products through the end of 2022; now therefore

**BE IT RESOLVED**, that the Western’s Board of Directors hereby approves a supplemental blanket purchase order in an amount not to exceed \$135,000.00 from US Food through the end of 2022; 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: August 25, 2022  
Batavia, New York