

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BOARD OF DIRECTORS MEETING

April 27, 2023

10:00 a.m.

AGENDA

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

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

PERSONNEL COMMITTEE MEETING

Wednesday, April 26, 2023

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.

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

**Finance Committee Meeting
April 26, 2023
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. 2022 Corporate Investment Report

- J. Leach
2. Chief Financial Officer Report & BDG Financials
 • March 2023

- J. Leach
3. Regional VGM Numbers

- J. Leach

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

<u>Operational Results - March 2023</u>	<u>March 2023</u>	<u>March 2022</u>	<u>March Plan</u>
Total Handle	\$4,315,715	\$4,629,182	\$4,119,859
\$ Variance		(313,467)	195,856
% Variance		-7%	5%
VGM Net Win	\$7,731,065	\$7,019,810	\$6,969,810
\$ Variance		711,255	761,255
% Variance		10%	11%
Revenue net of Statutories	\$ 4,643,428	\$ 4,078,257	\$ 4,175,579
Operating Expenses	3,214,784	3,083,552	3,196,343
Earnings and Surcharge	1,428,644	994,705	979,236
Surcharge	54,681	58,661	51,449
Operational Earnings	\$ 1,373,963	\$ 936,044	\$ 927,787
\$ Variance		437,919	446,176
% Variance		47%	48%
PPP Forgiveness	0	81,335	0
Earnings Including Non-Operating Adjustments	\$ 1,373,963	\$ 1,017,379	\$ 927,787

Earnings are computed and distributed on a quarterly basis

<u>Segment Performance:</u>	<u>March 2023</u>	<u>March 2022</u>	<u>March Plan</u>
BRANCH Earnings from Operations	\$ 93,083	\$ 97,399	\$ 63,383
Less: G&A Allocation	194,306	219,606	194,417
Earnings (Losses) net of G&A Allocation	<u>\$ (101,223)</u>	<u>\$ (122,207)</u>	<u>\$ (131,034)</u>
\$ Variance		20,984	29,811
% Variance		17%	23%
BATAVIA DOWNS Earnings from Operations	\$ 1,836,039	\$ 1,374,269	\$ 1,419,881
Less: G&A Allocation	360,853	316,018	361,060
Earnings net of G&A Allocation	<u>\$ 1,475,186</u>	<u>\$ 1,058,251</u>	<u>\$ 1,058,821</u>
\$ Variance		416,935	416,365
% Variance		39%	39%
GENERAL AND ADMINISTRATIVE expense	\$ 555,159	\$ 535,624	\$ 555,477
\$ Variance		19,535	(318)
% Variance		4%	0%

<u>Net Cash Distributions to Municipalities:</u>	<u>March 2023</u>	<u>March 2022</u>	<u>March Plan</u>
SURCHARGE	\$ 54,681	\$ 58,661	\$ 51,449
\$ Variance		(3,980)	3,232
% Variance		-7%	6%

<u>Year to Date Surcharge and Net Revenue</u>	<u>March 2023</u>	<u>March 2022</u>	<u>March Plan</u>
SURCHARGE	\$ 153,010	\$ 164,214	\$ 142,692
\$ Variance		(11,204)	10,318
% Variance		-7%	7%
NET EARNINGS AVAILABLE FOR DISTRIBUTION	\$ 2,234,432	\$ 1,917,539	\$ 1,167,342
\$ Variance		316,893	1,067,090
% Variance		17%	91%
TOTAL	<u>\$ 2,387,442</u>	<u>\$ 2,081,753</u>	<u>\$ 1,310,034</u>

	2023 March	2022 March	2023 March Plan	2023 Year To Date	2022 Year To Date	2023 Operating Plan YTD
HANDLE (includes Live)	\$4,316,000	\$4,629,000	\$4,120,000	\$12,136,000	\$12,934,000	\$11,877,000
Variance		(313,000)	198,000		(798,000)	259,000
% Variance		-7%	5%		-6%	2%
YGM Net Win	\$7,731,000	\$7,020,000	\$6,970,000	\$20,996,000	\$18,175,000	\$18,425,000
Variance		711,000	761,000		2,821,000	2,571,000
% Variance		10%	11%		16%	14%
Revenue and Expense:						
Operating Revenue	9,009,000	8,124,000	8,107,000	24,106,000	21,314,000	21,423,000
Variance		885,000	902,000		2,792,000	2,683,000
% Variance		11%	11%		13%	13%
Less: Statutory Expenses	4,366,000	4,046,000	3,931,000	11,915,000	10,604,000	10,565,000
Variance		320,000	435,000		1,311,000	1,350,000
% Variance		8%	11%		12%	13%
Revenue before Operating Expenses	4,643,000	4,078,000	4,176,000	12,191,000	10,710,000	10,858,000
Variance		565,000	467,000		1,481,000	1,333,000
% Variance		14%	11%		14%	12%
Less: Operating Expenses	3,215,000	3,084,000	3,196,000	9,804,000	8,628,000	9,523,000
Variance		131,000	19,000		1,176,000	281,000
% Variance		4%	1%		14%	3%
Retained Surcharge/Net earnings	1,429,000	995,000	979,000	2,387,000	2,082,000	1,335,000
Variance		434,000	460,000		305,000	1,052,000
% Variance		44%	46%		15%	79%
Retained Surcharge	55,000	59,000	51,000	153,000	164,000	143,000
Variance		(4,000)	4,000		(11,000)	10,000
% Variance		-7%	8%		-7%	7%
Net Earnings(Losses) from Operations	1,374,000	936,000	928,000	2,234,000	1,918,000	1,192,000
Variance		438,000	446,000		316,000	1,042,000
% Variance		47%	48%		16%	87%
PP Forgiveness	0	81,000	0	0	81,000	0
Earnings (Losses) net of branch sale	1,374,000	1,017,000	928,000	2,234,000	1,999,000	1,192,000
Variance		357,000	446,000		235,000	1,042,000
% Variance		35%	48%		12%	87%

	Operational Earnings	Earnings allocated to CAF	Distributable Earnings		
1st Qtr. Operational Earnings*	\$2,234,432	\$117,486	\$2,116,946	\$1,791,935	\$1,167,342
\$ Variance				325,011	949,604
% Variance				18%	81%
* Available for Distribution					

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

ADVERTISING AND PROMOTIONS COMMITTEE AGENDA

Wednesday, April 26, 2023

2:30 P.M.

Susan May, Chairperson
Ken Lauderdale, Vice-Chairman
Edward Morgan, Member
Vincent Horrigan, Member

Paul Lattimore Jr. Member
Richard Bianchi, Member
Richard Ricci, Member

AGENDA

1. Gaming/Branch Marketing Update

R. Hasenauer

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

LEGISLATIVE COMMITTEE

**Wednesday – April 26, 2023
3:00 p.m.**

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

Paul Lattimore, Jr., Member
Mark Burr, Member
Vincent Horrigan, Member

AGENDA

1. Legislative Update

- Patrick McCarthy - Mercury Public Affairs
- Sam Hoyt - Upstate Strategic Advisors

H. Wojtaszek

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BRANCH OPERATIONS COMMITTEE MEETING

**Wednesday, April 26, 2023
3:30 P.M.**

Michael Horton, Chairperson
Mark Burr, Vice-Chairperson

Richard Bianchi, Member
Mark Bombardo, Member
Vincent Horrigan, Member
Edward Morgan, Member
Francis Warthling, Member

AGENDA

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

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BATAVIA DOWNS OPERATIONS COMMITTEE

**Thursday – April 27, 2023
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

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|--|---------------|
| 1. Gaming Floor Update | S. Schiano |
| 2. Hotel Expansion Update | H. Wojtaszek |
| 3. Resolution 41-2023
Restaurant Equipment - B&G Food Service Equipment | S. Kiedrowski |
| 4. Resolution 42-2023
Change Order - Crosby Brownlie Inc. | S. Kiedrowski |
| 5. Resolution 43-2022
Linen Services Alsco, Inc. | S. Kiedrowski |

RESOLUTION #41-2023

WHEREAS, it is the responsibility of Western Regional Off-Track Betting Corporation ("Western") to maintain the physical condition of its facility at Batavia Downs; and

WHEREAS, Western requires new kitchen equipment to be installed in the 34 Rush kitchen located in Western's Batavia Downs location; and

WHEAREAS, Western received a proposal under NYS Contract #PC68656 to purchase from B & G Food Service Equipment with offices located at 841 Holt Rd Webster, New York ("B & G") as set forth above in the amount of \$ 70,000.00; and

WHEREAS, Staff recommends that the Board of Directors of Western to accept the proposal of B & G for the purchase of kitchen equipment in the amount not to exceed \$70,000.00; and, therefore be it

BE IT RESOLVED, that the Board of Directors of Western hereby accept the proposal of B & G in an amount not to exceed \$70,000.00 for the purchase of the kitchen equipment as set forth above; and be it further

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

Respectfully submitted,
Edward Morgan, Chairman
Batavia Downs Operations Committee

Dated: April 27, 2023
Batavia, New York

RESOLUTION #42-2023

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; and

WHEREAS, Western requires the installation of fan, coils, and refrigerant in a cooler/freezer in Rush 34 at the Batavia Downs location: and

WHEREAS, Western requires such installation of fan, coils and refrigerant to its freezer/cooler and that Crosby Brownlie with offices located at 100 Nassau St. Rochester, New York ("Crosby") will install such set forth in the total amount of \$13,507.50; and

WHEREAS, Staff recommends that the Board approves Crosby to perform the installation work as part of a change to the bid held in November to install fan, coils and fill cooler refrigerant in 34 Rush; now therefore

BE IT RESOLVED, that the Western's Board of Directors hereby approves the installation of fan, coils and refrigerant in the cooler at 34 Rush with Crosby in an amount not to exceed \$13,507.50; 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 27, 2023
Batavia, New York

RESOLUTION #43-2023

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 by \$40,000.00 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 \$40,000.00 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: April 27, 2023
Batavia, New York