

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

8315 Park Road, Batavia, NY 14020

## **PUBLIC NOTICE**

### **APRIL 2023 MEETINGS**

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

Committee meetings for Western Regional Off-Track Betting Corp. will be held on **Wednesday, April 26, 2023, and Thursday, April 27, 2023**, at Western Regional Off-Track Betting Corporation offices located at 8315 Park Road, Batavia, NY 14020 as follows:

#### **Wednesday, April 26, 2023**

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

#### **Thursday, April 27, 2023**

- 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, April 27, 2023, at 10:00 a.m.** at Western Regional Off-Track Betting Corporation offices located at 8315 Park Road, Batavia, NY 14020.

**Dated: April 7, 2023**

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

Earnings are computed and distributed on a quarterly basis

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

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

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

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

	2023 March	2022 March	2023 March Plan	2023 Year To Date	2022 Year To Date	2023 Operating Plan YTD
<b>HANDLE (Includes Live)</b>	<b>\$4,316,000</b>	<b>\$4,629,000</b>	<b>\$4,120,000</b>	<b>\$12,136,000</b>	<b>\$12,934,000</b>	<b>\$11,877,000</b>
\$ Variance		(313,000)	196,000		(798,000)	259,000
% Variance		-7%	5%		-6%	2%
<b>VGM Net Win</b>	<b>\$7,731,000</b>	<b>\$7,020,000</b>	<b>\$6,970,000</b>	<b>\$20,996,000</b>	<b>\$18,175,000</b>	<b>\$18,425,000</b>
\$ Variance		711,000	761,000		2,821,000	2,571,000
% Variance		10%	11%		16%	14%
<b>Revenue and Expense:</b>						
<b>Operating Revenue</b>	<b>9,009,000</b>	<b>8,124,000</b>	<b>8,107,000</b>	<b>24,106,000</b>	<b>21,314,000</b>	<b>21,423,000</b>
\$ Variance		885,000	902,000		2,792,000	2,683,000
% Variance		11%	11%		13%	13%
<b>Less: Statutory Expenses</b>	<b>4,366,000</b>	<b>4,046,000</b>	<b>3,931,000</b>	<b>11,915,000</b>	<b>10,604,000</b>	<b>10,565,000</b>
\$ Variance		320,000	435,000		1,311,000	1,350,000
% Variance		8%	11%		12%	13%
<b>Revenue before Operating Expenses</b>	<b>4,643,000</b>	<b>4,078,000</b>	<b>4,176,000</b>	<b>12,191,000</b>	<b>10,710,000</b>	<b>10,858,000</b>
\$ Variance		565,000	467,000		1,481,000	1,333,000
% Variance		14%	11%		14%	12%
<b>Less: Operating Expenses</b>	<b>3,215,000</b>	<b>3,084,000</b>	<b>3,196,000</b>	<b>9,804,000</b>	<b>8,628,000</b>	<b>9,523,000</b>
\$ Variance		131,000	19,000		1,176,000	281,000
% Variance		4%	1%		14%	3%
<b>Retained Surcharge/Net earnings</b>	<b>1,429,000</b>	<b>995,000</b>	<b>979,000</b>	<b>2,387,000</b>	<b>2,082,000</b>	<b>1,335,000</b>
\$ Variance		434,000	450,000		305,000	1,052,000
% Variance		44%	46%		15%	79%
<b>Retained Surcharge</b>	<b>55,000</b>	<b>59,000</b>	<b>51,000</b>	<b>153,000</b>	<b>164,000</b>	<b>143,000</b>
\$ Variance		(4,000)	4,000		(11,000)	10,000
% Variance		-7%	8%		-7%	7%
<b>Net Earnings(Losses) from Operations</b>	<b>1,374,000</b>	<b>936,000</b>	<b>928,000</b>	<b>2,234,000</b>	<b>1,918,000</b>	<b>1,192,000</b>
\$ Variance		438,000	446,000		316,000	1,042,000
% Variance		47%	48%		16%	87%
<b>PPP Forgiveness</b>	<b>0</b>	<b>81,000</b>	<b>0</b>	<b>0</b>	<b>81,000</b>	<b>0</b>
<b>Earnings (Losses) net of branch sale</b>	<b>1,374,000</b>	<b>1,017,000</b>	<b>928,000</b>	<b>2,234,000</b>	<b>1,999,000</b>	<b>1,192,000</b>
\$ Variance		357,000	446,000		235,000	1,042,000
% Variance		35%	48%		12%	87%
			<b>Operational Earnings</b>	<b>Earnings allocated to CAF</b>	<b>Distributable Earnings</b>	
<b>1st Qtr. Operational Earnings*</b>			<b>\$2,234,432</b>	<b>\$117,486</b>	<b>\$2,116,946</b>	<b>\$1,167,342</b>
\$ 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**

- 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**

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

**WHEREAS**, 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