

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BOARD OF DIRECTORS MEETING

March 27, 2024
10:00 a.m.

AGENDA

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

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

PERSONNEL COMMITTEE MEETING

Wednesday, March 27, 2024

1:00 p.m.

Elliott Winter, Chairperson
Vincent Horrigan, Vice-Chairperson

Dennis Bassett, Member
Edward Morgan, Member
Susan May, Member
Richard Ricci, Member
Thomas Wamp, Member

AGENDA

1. Title Changes

- Manager – Action Center Operations
- Administrative Assistant/Receptionist

-W. White

2. Executive Session

2a. 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 Agenda March 27, 2024 Batavia, New York

Michael Horton, Chairman
Thomas Wamp, Vice Chairman

Paul Bartow, Member
Dennis Bassett, Member
Terrance Baxter, Member
Vincent Horrigan, Member
Edward Morgan, Member
Elliott Winter, Member

AGENDA

1. Chief Financial Officer Report & BDG Financials
 - February 2024

- J. Leach

2. Regional VGM Numbers
 - February 2024

- J. Leach

***Final January 2024 CFO/BDG Financials Included In This Packet. There were no revisions from preliminary numbers provided in February.**

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

<u>Operational Results - January 2024</u>	January 2024	January 2023	January Plan
Total Handle	\$2,896,410	\$3,839,686	\$3,314,602
\$ Variance		(943,276)	(418,192)
% Variance		-25%	-13%
VGM Net Win	\$5,791,858	\$6,630,851	\$6,646,079
\$ Variance		(838,993)	(854,221)
% Variance		-13%	-13%
Revenue net of Statutories	\$ 3,391,540	\$ 3,676,379	\$ 3,789,395
Operating Expenses	3,332,264	3,462,481	3,338,205
Earnings and Surcharge	59,276	316,879	451,190
Surcharge	32,589	47,730	43,234
Operational Earnings (Losses)	\$ 26,687	\$ 269,149	\$ 407,956
\$ Variance		(242,462)	(381,269)
% Variance		-90%	-93%

* Earnings are computed and distributed on a quarterly basis

<u>Segment Performance:</u>	January 2024	January 2023	January Plan
BRANCH Earnings from Operations	\$ (32,919)	\$ (79,911)	\$ 54,933
Less: G&A Allocation	179,404	195,189	187,521
Earnings (Losses) net of G&A Allocation	\$ (212,323)	\$ (275,100)	\$ (132,588)
\$ Variance		62,777	(79,735)
% Variance		23%	-60%
BATAVIA DOWNS Earnings from Operations	\$ 657,619	\$ 906,743	\$ 888,796
Less: G&A Allocation	418,609	362,494	348,252
Earnings net of G&A Allocation	\$ 239,010	\$ 544,249	\$ 540,544
\$ Variance		(305,239)	(301,534)
% Variance		-56%	-56%
GENERAL AND ADMINISTRATIVE expense	\$ 598,013	\$ 557,683	\$ 535,773
\$ Variance		40,330	62,240
% Variance		7%	12%
Net Cash Distributions to Municipalities:	January 2024	January 2023	January Plan
SURCHARGE	\$ 32,589	\$ 47,730	\$ 43,234
\$ Variance		(15,141)	(10,645)
% Variance		-32%	-25%
Year to Date Surcharge and Net Revenue	January 2024	January 2023	January Plan
SURCHARGE	\$ 32,589	\$ 47,730	\$ 43,234
\$ Variance		(15,141)	(10,645)
% Variance		-32%	-25%
NET EARNINGS AVAILABLE FOR DISTRIBUTION	\$ 26,687	\$ 269,149	\$ 407,956
\$ Variance		(242,462)	(381,269)
% Variance		-90%	-93%
TOTAL	\$ 59,276	\$ 316,879	\$ 451,190

CFO'S REPORT - January 2024

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

	2024 January	2023 January	2024 January Plan	2024 Year To Date	2023 Year To Date	2024 Operating Plan YTD
HANDLE (includes Live)	\$2,896,000	\$3,840,000	\$3,315,000	\$2,896,000	\$3,840,000	\$3,315,000
\$ Variance		(944,000)	(419,000)		(944,000)	(419,000)
% Variance		-25%	-13%		-25%	-13%
VGM Net Win	\$5,792,000	\$6,631,000	\$6,646,000	\$5,792,000	\$6,631,000	\$6,546,000
\$ Variance		(839,000)	(854,000)		(839,000)	(854,000)
% Variance		-13%	-13%		-13%	-13%
Revenue and Expense:						
Operating Revenue	6,637,000	7,442,000	7,477,000	6,637,000	7,442,000	7,477,000
\$ Variance		(805,000)	(840,000)		(805,000)	(840,000)
% Variance		-11%	-11%		-11%	-11%
Less: Statutory Expenses	3,245,000	3,766,000	3,688,000	3,245,000	3,766,000	3,688,000
\$ Variance		(521,000)	(443,000)		(521,000)	(443,000)
% Variance		-14%	-12%		-14%	-12%
Revenue before Operating Expenses	3,392,000	3,676,000	3,789,000	3,392,000	3,676,000	3,789,000
\$ Variance		(284,000)	(397,000)		(284,000)	(397,000)
% Variance		-8%	-10%		-8%	-10%
Less: Operating Expenses	3,332,000	3,360,000	3,338,000	3,332,000	3,360,000	3,338,000
\$ Variance		(28,000)	(6,000)		(28,000)	(6,000)
% Variance		-1%	0%		-1%	0%
Retained Surcharge/Net earnings	59,000	317,000	451,000	59,000	317,000	451,000
\$ Variance		(258,000)	(392,000)		(258,000)	(392,000)
% Variance		-81%	-87%		-81%	-87%
Retained Surcharge	33,000	48,000	43,000	33,000	48,000	43,000
\$ Variance		(15,000)	(10,000)		(15,000)	(10,000)
% Variance		-31%	-23%		-31%	-23%
Net Earnings(Losses) from Operations	27,000	269,000	408,000	27,000	269,000	408,000
\$ Variance		(242,000)	(381,000)		(242,000)	(381,000)
% Variance		-90%	-93%		-90%	-93%
Earnings (Losses) Net of Branch Sale	27,000	269,000	408,000	27,000	269,000	408,000
\$ Variance		(242,000)	(381,000)		(242,000)	(381,000)
% Variance		-90%	-93%		-90%	-93%
		Operational Earnings	Earnings allocated to CAF	Distributable Earnings		
1st Qtr. Operational Earnings*		\$26,687	\$0	\$26,687	\$269,149	\$407,956
\$ Variance					(242,462)	(381,269)
% Variance					-90%	-93%
Total YTD		\$26,687	\$0	\$26,687	\$269,149	\$407,956
\$ Variance					(242,462)	(381,269)
% Variance					-90%	-93%
* Available for Distribution						

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

<u>Operational Results - February 2024</u>	February 2024	February 2023	February Plan
Total Handle	\$3,398,658	\$3,980,307	\$3,565,334
\$ Variance		(581,649)	(166,676)
% Variance		-15%	-5%
VGM Net Win	\$7,155,866	\$6,633,753	\$6,967,091
\$ Variance		522,113	188,775
% Variance		8%	3%
Revenue net of Statutories	\$ 4,142,342	\$ 3,871,159	\$ 3,973,112
Operating Expenses	3,649,368	3,229,075	3,326,545
Earnings and Surcharge	492,974	642,084	646,567
Surcharge	39,870	50,599	46,991
Operational Earnings (Losses)	\$ 453,104	\$ 591,485	\$ 599,576
\$ Variance		(138,381)	(146,472)
% Variance		-23%	-24%

* Earnings are computed and distributed on a quarterly basis

<u>Segment Performance:</u>	February 2024	February 2023	February Plan
BRANCH Earnings from Operations	\$ (204,368)	\$ 53,583	\$ 59,859
Less: G&A Allocation	176,213	204,288	210,123
Earnings (Losses) net of G&A Allocation	\$ (380,581)	\$ (150,705)	\$ (150,264)
\$ Variance		(229,876)	(230,317)
% Variance		-153%	-153%
BATAVIA DOWNS Earnings from Operations	\$ 1,244,848	\$ 1,121,582	\$ 1,140,068
Less: G&A Allocation	411,163	379,392	390,228
Earnings net of G&A Allocation	\$ 833,685	\$ 742,190	\$ 749,840
\$ Variance		91,495	83,845
% Variance		12%	11%
GENERAL AND ADMINISTRATIVE expense	\$ 587,376	\$ 583,680	\$ 600,351
\$ Variance		3,696	(12,975)
% Variance		1%	-2%

<u>Net Cash Distributions to Municipalities:</u>	February 2024	February 2023	February Plan
SURCHARGE	\$ 39,870	\$ 50,599	\$ 46,991
\$ Variance		(10,729)	(7,121)
% Variance		-21%	-15%

<u>Year to Date Surcharge and Net Revenue</u>	February 2024	February 2023	February Plan
SURCHARGE	\$ 72,459	\$ 98,329	\$ 90,224
\$ Variance		(25,870)	(17,765)
% Variance		-26%	-20%
NET EARNINGS AVAILABLE FOR DISTRIBUTION	\$ 479,791	\$ 860,469	\$ 1,007,532
\$ Variance		(380,678)	(527,741)
% Variance		-44%	-52%
TOTAL	\$ 552,250	\$ 958,798	\$ 1,097,756

CFO'S REPORT - February 2024

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

	2024 February	2023 February	2024 February Plan	2024 Year To Date	2023 Year To Date	2024 Operating Plan YTD
HANDLE (Includes Live)	\$3,399,000	\$3,980,000	\$3,566,000	\$6,295,000	\$7,821,000	\$6,880,000
\$ Variance		(581,000)	(167,000)		(1,526,000)	(585,000)
% Variance		-15%	-6%		-20%	-9%
VGM Net Win	\$7,156,000	\$6,634,000	\$6,967,000	\$12,948,000	\$13,265,000	\$13,613,000
\$ Variance		522,000	189,000		(317,000)	(665,000)
% Variance		8%	3%		-2%	-5%
Revenue and Expense:						
Operating Revenue	8,111,000	7,655,000	7,843,000	14,464,000	15,095,000	15,320,000
\$ Variance		456,000	268,000		(631,000)	(856,000)
% Variance		6%	3%		-4%	-6%
Less: Statutory Expenses	3,969,000	3,784,000	3,870,000	7,214,000	7,549,000	7,558,000
\$ Variance		185,000	99,000		(335,000)	(344,000)
% Variance		5%	3%		-4%	-5%
Revenue before Operating Expenses	4,142,000	3,871,000	3,973,000	7,250,000	7,546,000	7,762,000
\$ Variance		271,000	169,000		(296,000)	(512,000)
% Variance		7%	4%		-4%	-7%
Less: Operating Expenses	3,649,000	3,229,000	3,327,000	6,699,000	6,588,000	6,664,000
\$ Variance		420,000	322,000		111,000	35,000
% Variance		13%	10%		2%	1%
Retained Surcharge/Net earnings	493,000	642,000	647,000	551,000	958,000	1,098,000
\$ Variance		(149,000)	(154,000)		(407,000)	(547,000)
% Variance		-23%	-24%		-42%	-50%
Retained Surcharge	40,000	51,000	47,000	72,000	98,000	90,000
\$ Variance		(11,000)	(7,000)		(26,000)	(18,000)
% Variance		-22%	-15%		-27%	-20%
Net Earnings(Losses) from Operations	453,000	591,000	600,000	479,000	860,000	1,008,000
\$ Variance		(138,000)	(147,000)		(381,000)	(529,000)
% Variance		-23%	-25%		-44%	-52%
Earnings (Losses) Net of PPP Forgiveness	453,000	591,000	600,000	479,000	860,000	1,008,000
\$ Variance		(138,000)	(147,000)		(381,000)	(529,000)
% Variance		-23%	-25%		-44%	-52%
			Earnings allocated to CAF	Distributable Earnings		
1st Qtr. Operational Earnings*		\$479,791	\$0	\$479,791	\$860,469	\$1,007,532
\$ Variance					(380,678)	(527,741)
% Variance					-44%	-52%
Total YTD		\$479,791	\$0	\$479,791	\$860,469	\$1,007,532
\$ Variance					(380,678)	(527,741)
% Variance					-44%	-52%
* Available for Distribution						

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

ADVERTISING AND PROMOTIONS COMMITTEE AGENDA

Wednesday, March 27, 2024

2:30 P.M.

Susan May – Chairperson
James Wilmot – Vice Chairperson
Dennis Bassett – Member
Edward Morgan – Member

Terrance Baxter - Member
Crystal Rodriguez-Dabney – Member
Elliott Winter – Member
Richard Ricci – Member
Timothy Callan – Member

AGENDA

1. Gaming/Branch Marketing Update - R. Hasenauer

2. Resolution 27-2024
Mark-It-Smart - R. Hasenauer

3. Buffalo Naval Park Sponsorship - H. Wojtaszek

RESOLUTION - #27-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs to purchase continuity items for its patrons; and

WHEREAS, Mark-It Smart was the lowest responsible bidder at a cost of \$107,448.00 consisting of:

Buffalo Football Items: 4 items - Not to Exceed \$59.71 per set x 800 sets = \$47,768

Emeril Lagasse Items: 4 items - Not to Exceed \$74.60 per set x 800 sets = \$59,680; and

WHEREAS, staff recommends that the Board of Western purchase these promotional items from Mark-It Smart for a total cost of \$107,448.00; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to purchase these promotional items from Mark-It Smart for a total cost of \$107,448.00; 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,

Dated: March 28, 2024
 Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BATAVIA DOWNS OPERATIONS COMMITTEE AGENDA

Wednesday – March 27, 2024
3:00 p.m.

Edward Morgan - Chairperson
Charles Zambito - Vice-Chairperson
Dennis Bassett - Member

Paul Bartow - Member
Michael Horton - Member
Thomas Wamp - Member
Mark Bombardo – Member

1. Gaming Floor Update - S. Schiano
2. Resolution 28-2024
Trane - S. Kiedrowski
3. Resolution 29-2024
Global Payments - H. Wojtaszek
4. Resolution 30-2024
Regional Distributors - S. Kiedrowski
5. Resolution 31-2024
Agilysys – Inventory Module - S. Kiedrowski
6. Resolution 32-2024
Sysco Syracuse Inc. - Dishwasher Agreement - S. Kiedrowski
7. Resolution 33-2024
Guest Supply - H. Wojtaszek
8. Resolution 34-2024
Agilysys – POS Equipment - S. Kiedrowski
9. Resolution 35-2024
Dilcher Excavating - S. Kiedrowski
10. Resolution 36-2024
Allied Fire Protection Service - H. Wojtaszek
11. Continuity Warehouse - H. Wojtaszek
12. Gaming Marketing Analysis - H. Wojtaszek

RESOLUTION - #28-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation (“Western”) to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs an HVAC Service Agreement for Batavia Downs Gaming; and

WHEREAS, Trane has offered a Chiller Service Agreement for \$14,139.00 and a Boiler Service Agreement for \$16,096.00, both being pursuant to the NYS Federal Omnia Agreement No. 3341 and

WHEREAS, staff recommends that the Board of Western make this purchase from Trane; and now therefore

BE IT RESOLVED, that Western’s Board of Directors agrees to purchase this Chiller Service Agreement and the Boiler Service Agreement from Trane for combined price of \$30,235.00 pursuant to the NYS Federal Omnia Agreement No. 3341; 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,

Dated: March 28, 2024
 Batavia, New York

RESOLUTION - #29-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs to purchase cash services for the gaming floor including cash, check and credit card services for its patrons; and

WHEREAS, Global Payments is the sole source available as they are bonded; and

WHEREAS, staff recommends that the Board of Western purchase this service from Global Payments Gaming Services for the sum of \$150,000.00 for 2024; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to purchase this service from Global Payments Gaming Services for a cost of \$150,000.00; 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,

Dated: March 28, 2024
 Batavia, New York

RESOLUTION - #30-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs to purchase paper and plastic products as needed for the food and beverage departments in 2024; and

WHEREAS, Regional Distributors, Rochester, NY was the lowest responsible bidder to respond to the February 29, 2024 public bid; and

WHEREAS, staff recommends that the Board of Western purchase these paper and plastic products from Regional Distributors for the 2 year period from April 1, 2024 through March 31, 2026 at an annual cost of \$100,000.00, resulting in a 2 year cost of \$200,000.00; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to purchase these paper and plastic products for a total cost of \$200,000.00; 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,

Dated: March 28, 2024
 Batavia, New York

RESOLUTION - #31-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation (“Western”) to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs the Eatec inventory system that links the point of sale system to integrate inventory purchasing, receiving, and tracking of items and suppliers with modules for inventory, supplier, depletion, products and Eatec mobile; and

WHEREAS, Agilysys is the sole source available as this module links to the new POS system; and

WHEREAS, staff recommends that the Board of Western purchase this additional equipment from Agilysys for a one time cost of \$142,987.20 plus yearly cost of \$16,999.80; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to purchase this additional equipment from Agilysys for a total initial cost of \$159,987.00; 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,

Dated: March 28, 2024
 Batavia, New York

RESOLUTION - #32-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation (“Western”) to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs to lease dishwashers for the restaurant kitchen areas within Batavia Downs with the lease to include all parts and labor as part of the lease agreements; and

WHEREAS, Sysco Syracuse Inc, Warners, NY can provide the needed leases pursuant to NYS Contract #PC69159 for a cost not to exceed \$20,000.00 for the 2024 year; and

WHEREAS, staff recommends that the Board of Western enter into this lease with Sysco Syracuse Inc; and now therefore

BE IT RESOLVED, that Western’s Board of Directors agrees to enter into the needed dishwasher leases with Sysco Syracuse Inc. for a total cost not to exceed \$20,000.00 for the 2024 calendar year pursuant to NYS Contract #PC69159; 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,

Dated: March 28, 2024
 Batavia, New York

RESOLUTION - #33-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation (“Western”) to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs hotel toiletries for 2024 including shampoo, conditioner and soap among other items; and

WHEREAS, Guest Supply of Somerset, NJ provided the only response to the February 29, 2024 public bid for a two year contract from April 1, 2024 through March 31, 2026 at the rate of \$50,000.00 per year for a two year cost of \$100,000.00; and

WHEREAS, staff recommends that the Board of Western make this purchase from Guest Supply; and now therefore

BE IT RESOLVED, that Western’s Board of Directors agrees to purchase the needed hotel toiletries from Guest Supply for a two year cost of \$100,000.00; 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,

Dated: March 28, 2024
 Batavia, New York

RESOLUTION - #34-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation (“Western”) to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs additional equipment for its new POS system; and

WHEREAS, Agilysys is the single source available as these items are additional equipment for the new POS system; and

WHEREAS, staff recommends that the Board of Western purchase this additional equipment from Agilysys for a total cost of \$22,574.36; and now therefore

BE IT RESOLVED, that Western’s Board of Directors agrees to purchase this additional equipment from Agilysys for a total cost of \$22,574.36; 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,

Dated: March 28, 2024
 Batavia, New York

RESOLUTION - #35-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs a concrete finisher for three years, running from April 1, 2024 through March 31, 2027; and

WHEREAS, Western received three bids and Dilcher Excavating was the low bidder at \$50,000.00 per year for a total three-year cost not to exceed \$150,000.00; and

WHEREAS, staff recommends that the Board of Western accept the bid from Dilcher Excavating; and now therefore

BE IT RESOLVED, that Western's Board of Directors accepts the bid of Dilcher Excavating for concrete finishing services at \$50,000.00 per year for a total three-year cost not to exceed \$150,000.00; 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,

Dated: March 28, 2024
 Batavia, New York

RESOLUTION - #36-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to operate its various locations including its Batavia Downs Gaming location in a safe and efficient manner, while providing the best experience available to our patrons and employees; and

WHEREAS, Western needs to remove and install all sprinkler heads and piping for the Genesee Room; and

WHEREAS, Allied Fire Protection Services is the sole source since this will tie into an existing system and

WHEREAS, staff recommends that the Board of Western purchase this additional equipment from Allied Fire Protection Services for a total cost of \$19,934.67; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to purchase this additional equipment from Allied Fire Protection Services for a total cost of \$19,934.67; 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,

Dated: March 28, 2024
 Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

INSURANCE COMMITTEE

**Wednesday, March 27, 2024
3:45p.m.**

Vince Horrigan – Chairperson
Mark Burr – Vice-Chairperson
Dennis Bassett – Member

James Wilmot - Member
Edward Morgan - Member
Timothy Callan - Member

AGENDA

1. Broker of Record - H. Wojtaszek
2. Insurance Consultant - H. Wojtaszek

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

LEGISLATIVE COMMITTEE
Wednesday March 27, 2024
3:30 p.m.

Mark Bombardo - Chairperson
Terrance Baxter - Vice Chairman
Dennis Bassett - Member

Susan May - Member
Mark Burr - Member
Charles Zambito – Member
Paul Bartow - Member

AGENDA

1. Mr. Georgio DeRosa, Bolton St. Johns

- H. Wojtaszek

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BRANCH OPERATIONS COMMITTEE MEETING

Thursday, March 28, 2024

Mark Burr, Chairperson
Crystal Rodriguez-Dabney, Vice-Chairperson

Dennis Bassett, Member
Mark Bombardo, Member
Michael Horton, Member
Edward Morgan, Member

AGENDA

1) Branch Update

- Dina Pane

2) E-Z Bet Update

- Dina Pane

3) Batavia Bets Update

- Dina Pane