

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

8315 Park Road, Batavia, NY 14020

## **PUBLIC NOTICE**

### **March 28, 2024 MEETING**

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

Committee meetings for Western Regional Off-Track Betting Corp. will be held on **Wednesday, March 27, 2024, and Thursday, March 28, 2024**, at Western Regional Off-Track Betting Corporation offices located at 8315 Park Road, Batavia, NY 14020 as follows:

#### **Wednesday, March 27, 2024**

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

#### **Thursday, March 28, 2024**

- 9:00 a.m. Branch

#### **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, March 28, 2024, at 10:00 a.m.** at Western Regional Off-Track Betting Corporation offices located at 8315 Park Road, Batavia, NY 14020.

**Dated: March 20, 2024**

# **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>	<u>January 2024</u>	<u>January 2023</u>	<u>January Plan</u>
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>	<u>January 2024</u>	<u>January 2023</u>	<u>January Plan</u>
BRANCH Earnings from Operations	\$ (32,919)	\$ (79,911)	\$ 54,933
Less: G&A Allocation	179,404	195,189	187,521
<u>Earnings (Losses) net of G&amp;A Allocation</u>	<u>\$ (212,323)</u>	<u>\$ (275,100)</u>	<u>\$ (132,588)</u>
\$ 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
<u>Earnings net of G&amp;A Allocation</u>	<u>\$ 239,010</u>	<u>\$ 544,249</u>	<u>\$ 540,544</u>
\$ 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%
<u>Net Cash Distributions to Municipalities:</u>	<u>January 2024</u>	<u>January 2023</u>	<u>January Plan</u>
SURCHARGE	\$ 32,589	\$ 47,730	\$ 43,234
\$ Variance		(15,141)	(10,645)
% Variance		-32%	-25%
<u>Year to Date Surcharge and Net Revenue</u>	<u>January 2024</u>	<u>January 2023</u>	<u>January Plan</u>
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%
<b>Revenue and Expense:</b>						
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%
			<b>Earnings allocated to CAF</b>	<b>Distributable Earnings</b>		
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
<b>Total Handle</b>	\$3,398,658	\$3,980,307	\$3,565,334
\$ Variance		(581,649)	(166,676)
% Variance		-15%	-5%
<b>VGM Net Win</b>	\$7,155,866	\$6,633,753	\$6,967,091
\$ Variance		522,113	188,775
% Variance		8%	3%
<b>Revenue net of Statutories</b>	\$ 4,142,342	\$ 3,871,159	\$ 3,973,112
<b>Operating Expenses</b>	3,649,368	3,229,075	3,326,545
<b>Earnings and Surcharge</b>	492,974	642,084	646,567
<b>Surcharge</b>	39,870	50,599	46,991
<b>Operational Earnings (Losses)</b>	\$ 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
<b>BRANCH Earnings from Operations</b>	\$ (204,368)	\$ 53,583	\$ 59,859
<b>Less: G&amp;A Allocation</b>	176,213	204,288	210,123
<b>Earnings (Losses) net of G&amp;A Allocation</b>	\$ (380,581)	\$ (150,705)	\$ (150,264)
\$ Variance		(229,876)	(230,317)
% Variance		-153%	-153%
<b>BATAVIA DOWNS Earnings from Operations</b>	\$ 1,244,848	\$ 1,121,582	\$ 1,140,068
<b>Less: G&amp;A Allocation</b>	411,163	379,392	390,228
<b>Earnings net of G&amp;A Allocation</b>	\$ 833,685	\$ 742,190	\$ 749,840
\$ Variance		91,495	83,845
% Variance		12%	11%
<b>GENERAL AND ADMINISTRATIVE expense</b>	\$ 587,376	\$ 583,680	\$ 600,351
\$ Variance		3,696	(12,975)
% Variance		1%	-2%
<b>Net Cash Distributions to Municipalities:</b>	February 2024	February 2023	February Plan
<b>SURCHARGE</b>	\$ 39,870	\$ 50,599	\$ 46,991
\$ Variance		(10,729)	(7,121)
% Variance		-21%	-15%
<b>Year to Date Surcharge and Net Revenue</b>	February 2024	February 2023	February Plan
<b>SURCHARGE</b>	\$ 72,459	\$ 98,329	\$ 90,224
\$ Variance		(25,870)	(17,765)
% Variance		-26%	-20%
<b>NET EARNINGS AVAILABLE FOR DISTRIBUTION</b>	\$ 479,791	\$ 860,469	\$ 1,007,532
\$ Variance		(380,678)	(527,741)
% Variance		-44%	-52%
<b>TOTAL</b>	\$ 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
<b>HANDLE (includes Live)</b>	<b>\$3,399,000</b>	<b>\$3,980,000</b>	<b>\$3,566,000</b>	<b>\$6,295,000</b>	<b>\$7,821,000</b>	<b>\$6,880,000</b>
\$ Variance		(681,000)	(167,000)		(1,526,000)	(585,000)
% Variance		-15%	-5%		-20%	-9%
<b>VGM Net Win</b>	<b>\$7,156,000</b>	<b>\$6,634,000</b>	<b>\$6,967,000</b>	<b>\$12,948,000</b>	<b>\$13,265,000</b>	<b>\$13,613,000</b>
\$ Variance		522,000	189,000		(317,000)	(665,000)
% Variance		8%	3%		-2%	-5%
<b>Revenue and Expense:</b>						
<b>Operating Revenue</b>	<b>8,111,000</b>	<b>7,655,000</b>	<b>7,843,000</b>	<b>14,484,000</b>	<b>15,095,000</b>	<b>15,320,000</b>
\$ Variance		456,000	268,000		(631,000)	(856,000)
% Variance		6%	3%		-4%	-6%
<b>Less: Statutory Expenses</b>	<b>3,969,000</b>	<b>3,784,000</b>	<b>3,870,000</b>	<b>7,214,000</b>	<b>7,549,000</b>	<b>7,558,000</b>
\$ Variance		185,000	99,000		(335,000)	(344,000)
% Variance		5%	3%		-4%	-5%
<b>Revenue before Operating Expenses</b>	<b>4,142,000</b>	<b>3,871,000</b>	<b>3,973,000</b>	<b>7,250,000</b>	<b>7,546,000</b>	<b>7,762,000</b>
\$ Variance		271,000	169,000		(286,000)	(512,000)
% Variance		7%	4%		-4%	-7%
<b>Less: Operating Expenses</b>	<b>3,649,000</b>	<b>3,229,000</b>	<b>3,327,000</b>	<b>6,699,000</b>	<b>6,588,000</b>	<b>6,664,000</b>
\$ Variance		420,000	322,000		111,000	35,000
% Variance		13%	10%		2%	1%
<b>Retained Surcharge/Net earnings</b>	<b>493,000</b>	<b>642,000</b>	<b>647,000</b>	<b>551,000</b>	<b>958,000</b>	<b>1,098,000</b>
\$ Variance		(149,000)	(154,000)		(407,000)	(547,000)
% Variance		-23%	-24%		-42%	-50%
<b>Retained Surcharge</b>	<b>40,000</b>	<b>51,000</b>	<b>47,000</b>	<b>72,000</b>	<b>98,000</b>	<b>90,000</b>
\$ Variance		(11,000)	(7,000)		(26,000)	(18,000)
% Variance		-22%	-15%		-27%	-20%
<b>Net Earnings(Losses) from Operations</b>	<b>453,000</b>	<b>591,000</b>	<b>600,000</b>	<b>479,000</b>	<b>860,000</b>	<b>1,008,000</b>
\$ Variance		(138,000)	(147,000)		(381,000)	(529,000)
% Variance		-23%	-25%		-44%	-52%
<b>Earnings (Losses) Net of PPP Forgiveness</b>	<b>453,000</b>	<b>591,000</b>	<b>600,000</b>	<b>479,000</b>	<b>860,000</b>	<b>1,008,000</b>
\$ Variance		(138,000)	(147,000)		(381,000)	(529,000)
% Variance		-23%	-25%		-44%	-52%
		<b>Operational Earnings</b>	<b>Earnings allocated to CAF</b>	<b>Distributable Earnings</b>		
<b>1st Qtr. Operational Earnings*</b>		<b>\$479,791</b>	<b>\$0</b>	<b>\$479,791</b>	<b>\$860,469</b>	<b>\$1,007,532</b>
\$ Variance					(380,678)	(527,741)
% Variance					-44%	-52%
<b>Total YTD</b>		<b>\$479,791</b>	<b>\$0</b>	<b>\$479,791</b>	<b>\$860,469</b>	<b>\$1,007,532</b>
\$ 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