

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BOARD OF DIRECTORS MEETING

May 23, 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, May 22, 2024

1:00 p.m.

Elliott Winter, Chairperson
Vincent Horrigan, Vice-Chairperson

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

AGENDA

1. Executive Session

3a. 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 May 22, 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
 - April 2024

- J. Leach

2. Regional VGM Numbers

- J. Leach

WESTERN REGIONAL OFF-TRACK BETTING
CORPORATION



APRIL 2024

FINANCIAL REPORT

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

<u>Operational Results - April 2024</u>	<u>April 2024</u>	<u>April 2023</u>	<u>April Plan</u>
Total Handle	\$3,620,255	\$4,207,926	\$3,791,332
\$ Variance		(587,671)	(171,077)
% Variance		-14%	-5%
VGM Net Win	\$7,807,574	\$7,094,630	\$7,427,963
\$ Variance		712,944	379,611
% Variance		10%	5%
Revenue net of Statutories	\$ 4,311,177	\$ 4,067,873	\$ 4,142,004
Operating Expenses	3,384,098	3,195,795	3,298,010
Earnings and Surcharge	927,079	872,078	843,994
Surcharge	43,165	53,733	50,351
Operational Earnings (Losses)	\$ 883,914	\$ 818,345	\$ 793,643
\$ Variance		65,569	90,271
% Variance		8%	11%

* Earnings are distributed on a quarterly basis

<u>Segment Performance:</u>	<u>April 2024</u>	<u>April 2023</u>	<u>April Plan</u>
BRANCH Earnings from Operations	\$ 102,367	\$ 116,952	\$ 108,132
Less: G&A Allocation	190,169	212,224	180,631
Earnings (Losses) net of G&A Allocation	\$ (87,802)	\$ (95,272)	\$ (72,499)
\$ Variance		7,470	(15,303)
% Variance		8%	-21%
BATAVIA DOWNS Earnings from Operations	\$ 1,415,443	\$ 1,307,746	\$ 1,287,615
Less: G&A Allocation	443,727	394,129	421,473
Earnings net of G&A Allocation	\$ 971,716	\$ 913,617	\$ 866,142
\$ Variance		58,099	105,574
% Variance		6%	12%
GENERAL AND ADMINISTRATIVE expense	\$ 633,896	\$ 606,353	\$ 602,104
\$ Variance		27,543	31,792
% Variance		5%	5%
Net Cash Distributions to Municipalities:	April 2024	April 2023	April Plan
SURCHARGE	\$ 43,165	\$ 53,733	\$ 50,351
\$ Variance		(10,568)	(7,186)
% Variance		-20%	-14%
Year to Date Surcharge and Net Revenue	April 2024	April 2023	April Plan
SURCHARGE	\$ 162,045	\$ 206,743	\$ 190,913
\$ Variance		(44,698)	(28,868)
% Variance		-22%	-15%
NET EARNINGS AVAILABLE FOR DISTRIBUTION	\$ 2,864,145	\$ 3,052,777	\$ 3,142,746
\$ Variance		(188,632)	(278,601)
% Variance		-6%	-9%
TOTAL	\$ 3,026,190	\$ 3,259,520	\$ 3,333,659

CFO'S REPORT - April 2024

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

	2024 April	2023 April	2024 April Plan	2024 Year To Date	2023 Year To Date	2024 Operating Plan YTD
HANDLE (includes Live)	\$3,620,000	\$4,208,000	\$3,792,000	\$13,617,000	\$16,343,000	\$14,499,000
\$ Variance		(588,000)	(172,000)		(2,726,000)	(882,000)
% Variance		-14%	-5%		-17%	-6%
VGM Net Win	\$7,808,000	\$7,095,000	\$7,428,000	\$28,634,000	\$28,090,000	\$29,106,000
\$ Variance		713,000	380,000		544,000	(472,000)
% Variance		10%	5%		2%	-2%
Revenue and Expense:						
Operating Revenue	8,619,000	8,088,000	8,273,000	32,400,000	32,195,000	32,913,000
\$ Variance		531,000	346,000		205,000	(513,000)
% Variance		7%	4%		1%	-2%
Less: Statutory Expenses	4,308,000	4,020,000	4,131,000	15,889,000	15,936,000	16,135,000
\$ Variance		288,000	177,000		(47,000)	(246,000)
% Variance		7%	4%		0%	-2%
Revenue before Operating Expenses	4,311,000	4,068,000	4,142,000	16,511,000	16,259,000	16,778,000
\$ Variance		243,000	169,000		252,000	(267,000)
% Variance		6%	4%		2%	-2%
Less: Operating Expenses	3,384,000	3,196,000	3,298,000	13,485,000	12,999,000	13,445,000
\$ Variance		188,000	86,000		486,000	40,000
% Variance		6%	3%		4%	0%
Retained Surcharge/Net earnings	927,000	872,000	844,000	3,026,000	3,260,000	3,333,000
\$ Variance		55,000	83,000		(234,000)	(307,000)
% Variance		6%	10%		-7%	-9%
Retained Surcharge	43,000	54,000	50,000	162,000	207,000	191,000
\$ Variance		(11,000)	(7,000)		(45,000)	(29,000)
% Variance		-20%	-14%		-22%	-15%
Net Earnings(Losses) from Operations	884,000	818,000	794,000	2,864,000	3,053,000	3,142,000
\$ Variance		66,000	90,000		(189,000)	(278,000)
% Variance		8%	11%		-6%	-9%
		Operational Earnings	Earnings allocated to CAF	Distributable Earnings	2023 Year To Date	2024 Operating Plan YTD
1st Qtr. Operational Earnings*		\$1,980,231	\$95,589	\$1,884,642	\$2,116,946	\$2,349,103
\$ Variance					(232,304)	(464,461)
% Variance					-11%	-20%
2nd Qtr. Operational Earnings*		\$883,914	\$0	\$883,914	\$818,345	\$793,643
\$ Variance					65,569	90,271
% Variance					8%	11%
Total YTD		\$2,864,145	\$95,589	\$2,768,556	\$2,935,291	\$3,142,746
\$ Variance					(166,735)	(374,190)
% Variance					-6%	-12%

* Available for Distribution

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

ADVERTISING AND PROMOTIONS COMMITTEE AGENDA

Wednesday, May 22, 2024

2:45 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
Timothy Callan – Member

AGENDA

1. Gaming/Branch Marketing Update

- R. Hasenauer

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BRANCH OPERATIONS COMMITTEE MEETING

Wednesday, May 22, 2024

3:00 p.m.

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

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

INSURANCE COMMITTEE Wednesday May 22, 2024 3:15 p.m.

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

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

AGENDA

1. Resolution 51-2024
 - Lawley Inc.
Video Lottery Gaming License Bond - H. Wojtaszek
2. Resolution 53-2024
 - Lawley Inc. - Commercial Insurance - H. Wojtaszek
3. Resolution 54-2024
 - Lawley Inc. – Cyber Insurance - H. Wojtaszek

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BATAVIA DOWNS OPERATIONS COMMITTEE

Wednesday – May 22, 2024
3:15 p.m.

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

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

Agenda

1. Gaming Floor Update - S. Schiano
2. Resolution 50-2024 - S. Kiedrowski
 - Advanced hood Cleaning Solutions
3. Resolution 52-2024 - S. Kiedrowski
 - Superstruct Architecture PC

RESOLUTION - #50-2024

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 have the hood vents in the on-site restaurants at Batavia Downs cleaned; and

WHEREAS, Advanced Hood Cleaning Solutions of Livonia, NY was the lowest responding bidder to the March 27, 2024 public bid; and

WHEREAS, staff recommends that the Board of Western engage Advanced Hood Cleaning Solutions to clean the hood vents at the on-site restaurant areas at Batavia Downs for a price not to exceed \$16,150.00; and now therefore

BE IT RESOLVED, that Western’s Board of Directors agrees to engage Advanced Hood Cleaning Solutions to clean the hood vents at the on-site restaurant areas at Batavia Downs for a price not to exceed \$16,150.00, 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: May 23, 2024
Batavia, New York

RESOLUTION - #52-2024

WHEREAS, it is the corporate responsibility of the Western Regional Off-Track Betting Corporation ("Western") to operate in the most efficient manner, and the most cost-effective manner, while providing the best experience to our customers; and

WHEREAS, Western will need architectural services for the construction of a partial 2-story building at Batavia Downs Gaming; and

WHEREAS, Western issued a Request for Proposal to twelve firms with one response received May 13, 2024; and

WHEREAS, the response to the RFP was from Superstruct Architecture PC, of 9212 Waddell Creek SW, Olympia, WA 98512; and

WHEREAS, staff recommends that Western accept the RFP from Superstruct Architecture PC for the architectural services for the construction of a partial 2-story 1000 sq. ft. continuity warehouse at Batavia Downs Gaming; and now therefore

BE IT RESOLVED, that Western's Board of Directors authorizes the acceptance of the proposal from Superstruct Architecture PC in an amount not to exceed \$47,330; and

BE IT FURTHER RESOLVED, that an officer of Western is hereby authorized to enter into such an agreement that reflects the Board's actions.

Respectfully submitted,

Dated: May 23, 2024
 Batavia, New York