

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BOARD OF DIRECTORS MEETING

July 25, 2024

10:00 a.m.

Batavia, New York

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, July 24, 2024

1:00 p.m.

Batavia, New York

Elliott Winter, Chairperson
Vincent Horrigan, Vice-Chairperson

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

AGENDA

1. Create Position - Master Painter H. Wojtaszek
2. Executive Session
 - a. 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
Wednesday, July 24, 2024 at 2:00 p.m.
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
 - June 2024

- J. Leach

2. Regional VGM Numbers - J. Leach

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

<u>Operational Results - June 2024</u>	June 2024	June 2023	June Plan
Total Handle	\$4,077,283	\$4,258,205	\$3,813,592
\$ Variance		(180,922)	263,691
% Variance		-4%	7%
VGM Net Win	\$7,337,107	\$7,062,783	\$7,453,259
\$ Variance		274,324	(116,152)
% Variance		4%	-2%
Revenue net of Statutories	\$ 4,293,913	\$ 4,379,707	\$ 4,432,728
Operating Expenses	3,737,981	3,384,082	3,625,605
Earnings and Surcharge	555,932	995,625	807,123
Surcharge	49,376	55,194	51,187
Operational Earnings (Losses)	\$ 506,556	\$ 940,431	\$ 755,936
\$ Variance		(433,875)	(249,380)
% Variance		-46%	-33%

* Earnings are distributed on a quarterly basis

<u>Segment Performance:</u>	June 2024	June 2023	June Plan
BRANCH Earnings from Operations	\$ 160,150	\$ 151,712	\$ 119,431
Less: G&A Allocation	221,481	205,697	174,571
Earnings (Losses) net of G&A Allocation	\$ (61,331)	\$ (53,985)	\$ (55,140)
\$ Variance		(7,346)	(6,191)
% Variance		-14%	-11%
BATAVIA DOWNS Earnings from Operations	\$ 1,084,677	\$ 1,376,424	\$ 1,218,409
Less: G&A Allocation	516,790	382,008	407,333
Earnings net of G&A Allocation	\$ 567,887	\$ 994,416	\$ 811,076
\$ Variance		(426,529)	(243,189)
% Variance		-43%	-30%
GENERAL AND ADMINISTRATIVE expense	\$ 738,271	\$ 587,705	\$ 581,904
\$ Variance		150,566	156,367
% Variance		26%	27%
Net Cash Distributions to Municipalities:	June 2024	June 2023	June Plan
SURCHARGE	\$ 49,376	\$ 55,194	\$ 51,187
\$ Variance		(5,818)	(1,811)
% Variance		-11%	-4%
Year to Date Surcharge and Net Revenue	June 2024	June 2023	June Plan
SURCHARGE	\$ 284,374	\$ 346,707	\$ 319,650
\$ Variance		(62,333)	(35,276)
% Variance		-18%	-11%
NET EARNINGS AVAILABLE FOR DISTRIBUTION	\$ 4,199,101	\$ 4,901,552	\$ 4,855,074
\$ Variance		(702,451)	(655,973)
% Variance		-14%	-14%
TOTAL	\$ 4,483,475	\$ 5,248,259	\$ 5,174,724

CFO'S REPORT - June 2024

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

	2024 June	2023 June	2024 June Plan	2024 Year To Date	2023 Year To Date	2024 Operating Plan YTD
HANDLE (includes Live)	\$4,077,000	\$4,259,000	\$3,814,000	\$23,029,000	\$26,589,000	\$23,736,000
\$ Variance		(182,000)	263,000		(3,560,000)	(707,000)
% Variance		-4%	7%		-13%	-3%
VGM Net Win	\$7,337,000	\$7,063,000	\$7,453,000	\$43,533,000	\$42,148,000	\$43,944,000
\$ Variance		274,000	(116,000)		1,385,000	(411,000)
% Variance		4%	-2%		3%	-1%
Revenue and Expense:						
Operating Revenue	8,427,000	8,381,000	8,589,000	49,746,000	49,102,000	50,209,000
\$ Variance		46,000	(162,000)		644,000	(463,000)
% Variance		1%	-2%		1%	-1%
Less: Statutory Expenses	4,133,000	4,001,000	4,156,000	24,426,000	24,127,000	24,575,000
\$ Variance		132,000	(23,000)		299,000	(149,000)
% Variance		3%	-1%		1%	-1%
Revenue before Operating Expenses	4,294,000	4,380,000	4,433,000	25,320,000	24,975,000	25,634,000
\$ Variance		(86,000)	(139,000)		345,000	(314,000)
% Variance		-2%	-3%		1%	-1%
Less: Operating Expenses	3,738,000	3,384,000	3,626,000	20,838,000	19,727,000	20,460,000
\$ Variance		354,000	112,000		1,111,000	378,000
% Variance		10%	3%		6%	2%
Retained Surcharge/Net earnings	556,000	996,000	807,000	4,482,000	5,248,000	5,174,000
\$ Variance		(440,000)	(251,000)		(766,000)	(692,000)
% Variance		-44%	-31%		-15%	-13%
Retained Surcharge	49,000	55,000	51,000	284,000	347,000	320,000
\$ Variance		(6,000)	(2,000)		(63,000)	(36,000)
% Variance		-11%	-4%		-18%	-11%
Net Earnings(Losses) from Operations	507,000	940,000	756,000	4,198,000	4,901,000	4,854,000
\$ Variance		(433,000)	(249,000)		(703,000)	(656,000)
% Variance		-46%	-33%		-14%	-14%
			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*		\$2,218,870	\$125,187	\$2,093,683	\$2,527,528	\$2,505,971
\$ Variance					(433,845)	(412,288)
% Variance					-17%	-16%
Total YTD		\$4,199,101	\$220,776	\$3,978,325	\$4,644,474	\$4,855,074
\$ Variance					(666,149)	(876,749)
% Variance					-14%	-18%
* Available for Distribution						

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

ADVERTISING & PROMOTIONS COMMITTEE

Wednesday, July 24, 2024

2:30 P.M.

Batavia, New York

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

BATAVIA DOWNS OPERATIONS COMMITTEE

**Wednesday – July 24, 2024
3:00 p.m.
Batavia, New York**

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. Hotel Expansion Update - H. Wojtaszek
3. Resolution 67-2024
IK Systems Inc. Surveillance Hardware & Software Upgrade - H. Wojtaszek
4. Construction of Continuity Program - H. Wojtaszek

RESOLUTION - #67-2024

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 obtain a new configuration of network hardware and system servers to optimize video network traffic upgrades and application of windows server updates and to configure a Genetec security center; and

WHEREAS, IK Systems Inc can provide the service through New York State OGS contract PT68808-SB, OGS group 77201, Award 23150 for a cost of \$259,277.00;; and

WHEREAS, staff recommends that the Board of Western retain IK Systems Inc to provide the service; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to retain IK Systems Inc to provide the service through New York State OGS contract PT68808-SB, OGS group 77201, Award 23150 for a cost of \$259,277.00, 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: July 25, 2024
Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

LEGISLATIVE COMMITTEE MEETING

Wednesday, July 24, 2024

3:30 p.m.

Batavia, New York

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

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

AGENDA

1. Lobbyist

- H. Wojtaszek

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BRANCH OPERATIONS COMMITTEE MEETING

Thursday, July 25, 2024

9:00 a.m.

Batavia, New York

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