Western Regional Off-Track Betting Corporation

8315 Park Road, Batavia, NY 14020

PUBLIC NOTICE

AUGUST 2024 MEETINGS

Committee Meetings for Western Regional Off-Track Betting Corporation

Committee meetings for Western Regional Off-Track Betting Corp. will be held on <u>Wednesday</u>, <u>August 21</u>, <u>2024</u>, and <u>Thursday</u>, <u>August 22</u>, <u>2024</u>, at Western Regional Off-Track Betting Corporation offices located at 8315 Park Road, Batavia, NY 14020 as follows:

Wednesday, August 21, 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, August 22, 2024

9:00 a.m. Branch 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 <u>Thursday, August 22, 2024, at 10:00 a.m.</u> at Western Regional Off-Track Betting Corporation offices located at 8315 Park Road, Batavia, NY 14020.

Dated: August 13, 2024

PERSONNEL COMMITTEE MEETING

Wednesday, August 21, 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. Salary Grades Update

W. White

- 1. 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.

Finance Committee Meeting Wednesday, August 21, 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

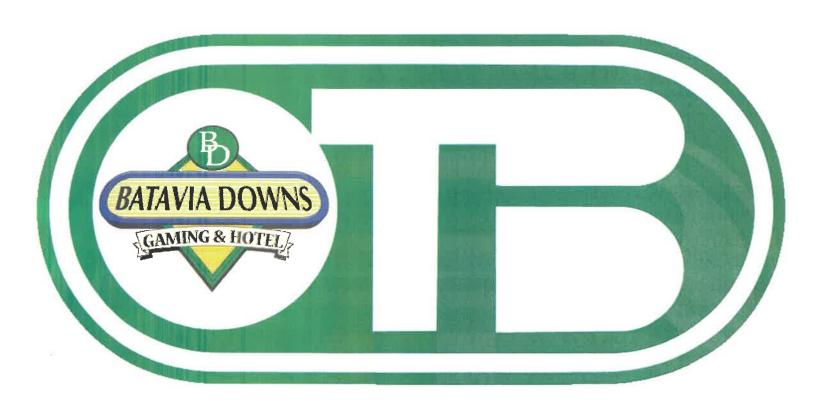
AGENDA

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

- J. Leach

2. Regional VGM Numbers

- J. Leach



JULY 2024
FINANCIAL REPORT

Operational Results - July 2024	July 2024		July 2023			July Plan	
Total Handle		\$3,931,927		\$4,750,549		\$4,309,438	
\$ Variance % Variance				(818,622) -17%		(377,511) -9%	
VGM Net Win		\$7,365,370		\$7,830,951		\$8,080,951	
\$ Variance % Variance				(465,582) -6%		(715,581) -9%	
Revenue net of Statutories	\$	4,575,528	\$	5,001,751	\$	5,025,168	
Operating Expenses		3,997,273		3,901,194		3,893,085	
Earnings and Surcharge		578,255		1,100,557		1,132,083	
Surcharge		45,341		56,675		52,156	
Operational Earnings (Losses) \$ Variance % Variance	\$	532,914	\$	1,043,882 (510,968) -49%	\$	1,079,927 (547,013) -51%	
Earnings are distributed on a quarterly basis							
Segment Performance:	July July 2024 2023			July Plan			
BRANCH Earnings from Operations Less: G&A Allocation	\$	133,082 185,412	\$	193,745 201,972	\$	173,927 181,942	
Earnings (Losses) net of G&A Allocation	\$	(52,330)	\$	(8,227)	\$	(8,015)	
\$ Variance % Variance				(44,103) -536%	-	(44,315) -553%	
BATAVIA DOWNS Earnings from Operations Less: G&A Allocation	\$	1,017,872 432,628	\$	1,427,199 375,090	\$	1,512,474 424,532	
Earnings net of G&A Allocation	\$	585,244	\$	1,052,109	\$	1,087,942	
\$ Variance % Variance				(466,865) -44%		(502,698) -46%	
GENERAL AND ADMINISTRATIVE expense \$ Variance % Variance	\$	618,040	\$	577,062 40,978 7%	\$	606,474 11,566 2%	
Net Cash Distributions to Municipalities:	July 2024			July 2023		July Plan	
SURCHARGE	\$	45,341	\$	56,675	\$	52,156	
\$ Variance % Variance				(11,334) -20%		(6,815) -13%	
Year to Date Surcharge and Net Revenue		July 2024		July 2023		July Plan	
SURCHARGE \$ Variance	\$	329,715	\$	403,383 (73,668)	\$	371,806 (42,091)	
% Variance NET EARNINGS AVAILABLE FOR DISTRIBUTION \$ Variance % Variance	\$	4,732,015	\$	-18% 5,945,434 (1,213,419)	\$	-11% 5,935,001 (1,202,986)	
TOTAL	\$	5,061,730	\$	-20% 6,348,817	\$	6,306,807	

CFO'S REPORT - July 2024

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

	2024 July	2023 July	2024 July Plan	2024 Year To Date	2023 Year To Date	2024 Operating Plan YTD
HANDLE (includes Live) \$ Variance % Variance	\$3,932,000	\$4,751,000 (819,000) -17%	\$4,310,000 (378,000) -9%	\$26,960,000	\$31,339,000 (4,379,000) -14%	\$28,045,000 (1,085,000) -4%
VGM Net Win \$ Varlance % Varlance	\$7,365,000	\$7,831,000 (466,000) -6%	\$8,081,000 (716,000) -9%	\$50,898,000	\$49,979,000 919,000 2%	\$52,025,000 (1,127,000) -2%
Revenue and Expense: Operating Revenue \$ Variance % Variance	8,693,000	9,439,000 (746,000) -8%	9,543,000 (850,000) -9%	58,438,000	58,541,000 (103,000) 0%	59,752,000 (1,314,000) -2%
Less: Statutory Expenses \$ Variance % Variance	4,117,000	4,437,000 (320,000) -7%	4,518,000 (401,000) -9%	28,542,000	28,564,000 (22,000) 0%	29,092,000 (550,000) -2%
Revenue before Operating Expenses \$ Variance % Variance	4,576,000	5,002,000 (426,000) -9%	5,025,000 (449,000) -9%	29,896,000	29,977,000 (81,000) 0%	30,660,000 (764,000) -2%
Less: Operating Expenses \$ Variance % Variance	3,997,000	3,901,000 96,000 2%	3,893,000 104,000 3%	24,835,000	23,629,000 1,206,000 5%	24,353,000 482,000 2%
Retained Surcharge/Net earnings \$ Variance % Variance	578,000	1,101,000 (523,000) -48%	1,132,000 (554,000) -49%	5,061,000	6,348,000 (1,287,000) -20%	6,307,000 (1,246,000) -20%
Retained Surcharge \$ Variance % Variance	45,000	57,000 (12,000) -21%	52,000 (7,000) -13%	330,000	403,000 (73,000) -18%	372,000 (42,000) -11%
Net Earnings(Losses) from Operations \$ Variance % Variance	533,000	1,044,000 (511,000) -49%	1,080,000 (547,000) -51%	4,731,000	5,945,000 (1,214,000) -20%	5,935,000 (1,204,000) -20%
		Operational Earnings	Earnings allocated to CAF	Distributable Earnings	2023 Year To Date	2024 Operating Plan YTD
1st Qtr. Operational Earnings* \$ Variance % Variance		\$1,980,231	\$95,589	\$1,884,642	\$2,116,946 (232,304) -11%	\$2,349,103 (464,461) -20%
2nd Qtr. Operational Earnings* \$ Variance % Variance		\$2,218,870	\$125,187	\$2,093,683	\$2,527,528 (433,845) -17%	\$2,505,971 (412,288) -16%
3rd Qtr. Operational Earnings* \$ Variance % Variance		\$532,914	\$0	\$532,914	\$1,043,882 (510,968) -49%	\$1,079,927 (547,013) -51%
Total YTD \$ Variance % Variance		\$4,732,015	\$220,776	\$4,511,239	\$5,688,356 (1,177,117) -21%	\$5,935,001 (1,423,762) -24%
* Available for Distribution						

ADVERTISING & PROMOTIONS COMMITTEE

Wednesday, August 21, 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

Gaming/Branch Marketing Update	- R. Hasenauer
2. Resolution 68-2024- Game Changing Technologies	- R. Hasenauer
3. Resolution 69-2024- AJR Equities Inc.	- R. Hasenauer
4. Resolution 70-2024 - Mark It Smart	- R. Hasenauer
5. Resolution 71-2024- Power Promotions LLC.	- R. Hasenauer
6. Resolution 72-2024 - Link Promotions	- R. Hasenauer
7. Resolution 74-2024 - Grand Promotions	- R. Hasenauer

RESOLUTION - #68-2024

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 continue to utilize the software and sales

subscription from Game Changing Tech Inc which is currently in use through the end of

the year at a monthly cost of \$10,068; and

WHEREAS, staff recommends that the Board of Western continue to utilize Game

Changing Tech Inc. to provide the service; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to continue to use

Game Changing Tech Inc through the end of 2024 at a monthly cost of \$10,068.00, 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:

August 21, 2024

RESOLUTION - #69-2024

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 800 promotional continuity items of each of

the following:

luggage, small appliances, and bedding; and

WHEREAS, there were 4 responses to the public bid dated August 13, 2024 and

AJR Equities Inc was the low bidder at \$171,040.00; and

WHEREAS, staff recommends that the Board of accept the bid of AJR Equities;

and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to accept the bid of

AJR Equities for a cost of \$171,040.00, 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:

August 21, 2024

RESOLUTION - #70-2024

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 800 of each of the promotional continuity

items as follows:

Bel Fer cookware, Marilyn Monroe purses, Tain outdoor sets, and Thanksgiving sets; and

WHEREAS, there were 4 responses to the public bid dated August 13, 2024 and

Mark It Smart of Santa Ana, CA was the low bidder at \$269,060.00; and

WHEREAS, staff recommends that the Board of accept the bid of Mark It Smart;

and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to accept the bid of

Mark It Smart for a cost of \$269,060.00, 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:

August 21, 2024

RESOLUTION - #71-2024

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 3200 units of Hex Cookware for February

2025 as a promotional continuity item; and

WHEREAS, there were 4 responses to the public bid dated August 13, 2024 and

Power Promotions LLC of Las Vegas, NV was the low bidder at \$49,280.00; and

WHEREAS, staff recommends that the Board of accept the bid of Power

Promotions LLC; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to accept the bid of

Power Promotions LLC to provide 800 units of Hex Cookware for a cost of \$49,280,00.

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:

August 21, 2024

RESOLUTION - #72-2024

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 800 of each of the promotional continuity

items as follows:

Tain gardening and Bel Fer holiday sets; and

WHEREAS, there were 4 responses to the public bid dated August 13, 2024 and

Link Promotional Marketing was the low bidder at \$137,088.00; and

WHEREAS, staff recommends that the Board of accept the bid of Link Promotional

Marketing; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to accept the bid of

Link Promotional Marketing for a cost of \$137,088.00, 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:

August 21, 2024

RESOLUTION - #73-2024

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 an update of the WiFi utilizing Ruckus duel

band wireless with a 3 year support agreement; and

WHEREAS, Rel-Comm Inc of Rochester, NY can provide the service pursuant to

Omnia National Purchasing Alliance, Contract 01-170, for a total cost of \$104,868.28;

and

WHEREAS, staff recommends that the Board of Western retain Rel-Comm Inc of

Rochester, NY to provide the service; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to retain Rel-Comm

Inc of Rochester, NY for a total cost of \$104,868.28.00, 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

RESOLUTION - #74-2024

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 wishes to offer Cooking Live with Anne Burrell as an onsite

cooking demonstration for the benefit and enjoyment of its customers; and

WHEREAS, Grand Promotions will make this demonstration available for a cost

not to exceed \$45,000.00; and

WHEREAS, staff recommends that the Board of Western use Grand Promotions

to provide the service; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to use Grand

Promotions to provide Cooking Live with Anne Burrell at a cost not to exceed \$45,000.00;

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:

August 21, 2024

	1	1						
	Power Promotions LLC Las Vegas, NV		Link Promotional Marketing Inc. Newport Beach, CA		Mark It Smart Inc Santa Ana, CA		AJR Equities Inc. Liverpool, NY	
FEB 2025 HEX COOKWARE	\$	49,280.00	\$	58,576.00	\$	54,584.00	\$	67,680.00
MARCH 2025 LUGGAGE	\$	67,016.00	\$	70,272.00	\$	74,184.00	\$	59,200.00
APRIL 2025 BEL FER BAKEWARE	\$	66,000.00	\$	45,832.00	\$	42,104.00	\$	48,000.00
MAY 2025 MARILYN MONROE PURSES	\$	48,200.00	\$	74,576.00	\$	68,576.00	\$	49,600.00
JUNE 2025 TALON OUTDOOR SETS	\$	67,200.00	\$	59,864.00	\$	57,252.00	\$	52,800.00
JULY 2025 TALON GARDENING	\$	52,040.00	\$	73,000.00	\$	76,056.00	\$	60,640.00
AUGUST 2025 GEMS APPLIANCES	\$	69,200.00	\$	81,168.00	\$	70,680.00	\$	54,720.00
SEPTEMBER 2025 BEL FER COOKWARE	\$	69,000.00	\$	57,430.00	\$	50,480.00	\$	54,240.00
NOVEMBER 2025 THANKSGIVING	\$	52,680.00	\$	56,976.00	\$	50,648.00	\$	47,200.00
DECEMBER 2025 BEL FER HOLIDAY	\$	68,520.00	\$	64,088.00	\$	67,792.00	\$	47,840.00
JANUARY 2026 BEDDING	\$	60,120.00	\$	58,832.00	\$	59,256.00	\$	57,120.00
								=
	1							

BATAVIA DOWNS OPERATIONS COMMITTEE

Wednesday – August 21, 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

Gaming Floor Update - S. Schiano
 Live Racing Update - D. Hoover
 Concert Series Update - H. Wojtaszek
 Hotel Expansion Update - H. Wojtaszek
 Resolution 73-2024 - Rel-Comm Inc. - S. Kiedrowski

RESOLUTION - #73-2024

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 an update of the WiFi utilizing Ruckus duel

band wireless with a 3 year support agreement; and

WHEREAS, Rel-Comm Inc of Rochester, NY can provide the service pursuant to

Omnia National Purchasing Alliance, Contract 01-170, for a total cost of \$104,868.28;

and

WHEREAS, staff recommends that the Board of Western retain Rel-Comm Inc of

Rochester, NY to provide the service; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to retain Rel-Comm

Inc of Rochester, NY for a total cost of \$104,868,28,00, 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



Rel Comm, Inc.

Phone: 585-546-8888 Fax: 585-546-8925 .250 Cumberland Street, Suite 214 Rochester, NY 14605

No.:

Quote 28682

Date:

6/26/2024

Prepared for:

Ryan Offen 585.831.2958 Batavia Downs Gaming 8315 Park Road

Batavia, NY 14020 U.S.A.

Prepared by: Joseph Marasco

Account No.: 9061 Phone: (585) 343-3750

antity	Part Number	Description	UOM	Sell	Total
18	9F1-R650-US00	Ruckus R650 dual-band Wireless Access Point TAA Compliant	EA	\$1,317.00	\$23,706:00
2	901-1750-US51	Rockus T750SE US51 4x4 11ax Outdoor SFP MGigE	AS	\$1,714:00	\$3,428.00
1	RUC-803-T750-3000	ADVANCE H/W REPLACE T750, 3YR	EA	\$474,00.	\$474.00
20	Ruc-Cld-Bndl-Szw A-rec3	RUCKUS WIRELESS: SZ AP Mgmt License for SZ144/vSZ, includes Support for AP 3yr, includes RUCKUS Analytics Subscription 3yr.	EA	\$132.75	\$2,659.00
2	RUC-LOG-VSCG-WWO O	Ruckus Wireless Virtual SmartZone 3.0 or newer software virtual appliance	EA	\$458.75	3917,50
2	RUC-501-VSCG-3L00	Ruckus Wireless End User WatchDog Support - VSZ-RTV, 3 YR	ĖA	\$482.50	\$965.00
1	ICX7850-48F-E2	TCX 7850 48-port SFP28 1/10/25GE	EΑ	\$12,853.00	\$12,853.00
1	ICX7850-SVL-RMT-3	WatchDog REMOTE SUPPORT, ICX 7850, 3 YR	EA	\$2,534.00	\$2,534.00
6	ICX8200-48ZP2-E2	32 x 10/100/1000 802.3at Class 4 and 16 x 10/100/1000/2,5 802.3bt Class 8 POE, 1480 W, Disal Fan/Dual Power	EA	\$5,279.00	\$31,674.00
7	L09-0001-SGCX	Switch management license for SZ-100/vSZ 5.X/SZ300	EA	\$48.00	\$336.00
7	PCUSA-C15	Power Cord High Temperature C15, USA, 125V 13A, 1.83m	EA	\$35,80	\$2,50. 60
4	10G-SFPP-LR-S	SPA/DR: FS4236540-01188039 10GBASE-LR;SFPP SMF LC CONNECTOR (No TAA)	EA	\$203.00	H),5182
1	10G-SFPP-LR-S8	SPA/DR: F54736540-01188039 10GBASE-LR,SFPP SMF LC CONNECTOR 8-PACK (No TAA)	EA.	\$1,4 97. 00	\$1,497.00
12	DRPCILCLCOM1MCP0 03M	*STOCK LC/LC OM1/SM MODE CONDITIONING CABLE	EA	\$67,53	\$810.36
1.00	TT-PS-GEN	Professional Services - Site Survey - Heat Map	HR	\$3,180.00	\$3,180.00
1,00	TT-PS-GEN	Professional Services - POE Switch Configuration	HR	\$1,800.00	\$1,800.00
6,321	905-PRO1-SRV5	PS Ruckus PS Misc, Services	£A.	\$1.42	\$8,975.82
1.00	Misc Hardware	Misc Hardware	EV	\$500.00	\$500,00
60.00	Labori25	Labor125 - Normal Business Hours	HB	\$125.00	\$7,500,00

Quote

No.:

28682

Date:

6/26/2024

Total:

\$104,868.28

Prices are firm until 8/30/2024

Terms: Net 30

Prepared by: Josep

Joseph Marasco, jmarasco@rcomm.com

Date: 6/26/2024

Pricing valid until August 30, 2024

Upgrade existing Ruckus Wi-Fi to the updated Smart-Zone platform, Includes:

- (2) Virtual Smart Zone Controllers
- (2) T750 Outdoor AP's
- (18) R650 Indoor AP's

Update the POE Switches for the new APIs and the Mitel Phone system IP Phones

- (1) ICX 7850 48-Port POECore Switch
- (6) ICX 8200 48-Port POE Switches Edge Switches

Includes 3 Years of Support on all hardware and licenses.

Ruckus's Pro Services will configure the Smart Zone system so that we can incorporate the Ruckus R500 AP's located at the Hotel.

NOTES

- 1) Batavia Downs IT staff responsible for installing all the new AP's
- 2) Rel Comm will re-terminate all Mitel IP Phones to the new POE Switches
- 3) All labor is based on work being completed during normal business hours. If the cutover has to be completed during off hours, Rel Comm will have to add additional labor prices,

NCPA Contract 01-170	
Accepted by:	Date:

BRANCH OPERATIONS COMMITTEE MEETING

Thursday, August 22, 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