

2022

ANNUAL REPORT



Western Regional Off Track Betting
bataviadownsgaming.com

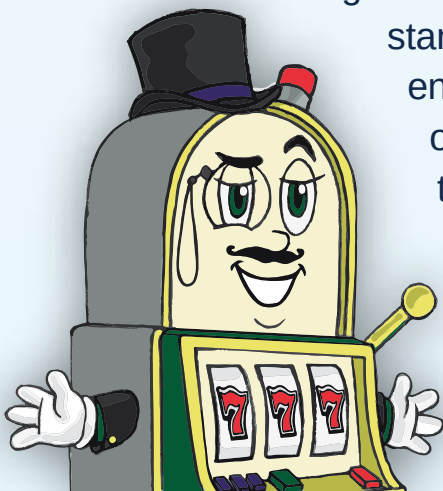
WELCOME TO WROTB

If 2021 was a bounce back year from the pandemic, and it was, 2022 was over the top in terms of numbers and that means a big payoff to our member municipalities. They can use that income from the Western Regional Off-Track Betting Corporation (WROTBC) to help reduce local property taxes and for other needs.

WROTBC is a public benefit corporation that provides revenue to our member municipalities comprised of 15 counties and two cities. In 2022, that distribution totaled more than \$8.5 million, up from the bounce back year of 2021 when the distribution was a most impressive \$5.8 million after the dismal pandemic year numbers of 2020. The money which is distributed, was derived from hotel, restaurant, and video game revenue after paying out winnings and from the surcharge on parimutual betting.

The staggering numbers, the highest ever, were reached despite the Park Rd. improvement project from March through November that made access difficult. Nonetheless our loyal patrons from near and far found a way to get to Batavia Downs and enjoy all that we offer, including our first full year of hotel operations and our very popular summer concerts which feature big name entertainment. In short, a remarkable success story made possible by the tireless effort of our employees to make it a welcoming environment for all our customers.

Our patrons can enjoy excellent and very friendly customer service anywhere they choose to visit at Batavia Downs. We have 84 luxury rooms and suites operated by Hart Hotels just upstairs from our extremely popular gaming floor featuring over 910 games. Come visit to our outstanding restaurants where you will find incredible food for your enjoyment. There is also live racing for several months and our own mobile site called "Batavia Bets" that enables customers to go online and place bets on the country's most popular tracks. Of course, the major horse racing events such as the Kentucky Derby, Preakness, and Belmont Stakes are accessible and available for your wagering.





Henry F. Wojtaszek

We employ 430 people at our facility. We have passionate employees that work at Batavia Downs and we receive rave reviews regarding the customer service they provide to each and every patron who comes to our grounds. We want them to enjoy themselves for as long as they want, at whatever they want, including our hotel, summer concert series, live horse racing, or video games. There's something for everyone.

Our success is by design with purposeful leadership led by our Board of Directors who are chosen by our member counties and cities to oversee what we do. We have an outstanding catering and events department that provides space for special events and programs in an environment that's safe and friendly. They do an outstanding job, each and every one of them.

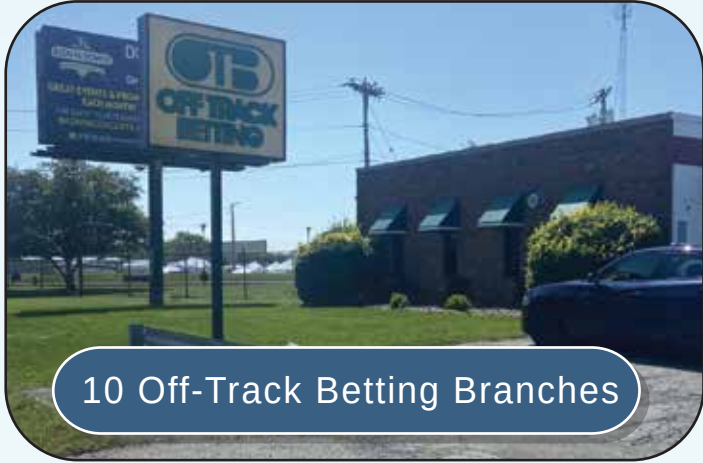
We work very hard to provide our guests with a memorable experience. That effort helps us achieve the most important goal of maximizing the return to our member municipalities to help them relieve the onerous burden of local property taxes. In 2022, as we noted, we were able to make a huge \$8.5 million contribution to that goal and we hope to do even better in 2023. We work tirelessly to make WROTBC a success and we realize that the core of that is to provide top-notch customer service.

Our doors are always open. We welcome your feedback on everything at Batavia Downs and we will consider each and every suggestion that you might have to make your visit as enjoyable as possible. Our contact number is included below so please reach out and let us hear from you on how we can best serve you. Our outstanding employees are committed to providing you the best service possible.

A handwritten signature in black ink that reads "Henry F. Wojtaszek". The signature is written in a cursive, slightly slanted style.

Henry F. Wojtaszek
President and Chief Executive Officer
hwojtaszek@bataviagaming.com
585-343-3750

OTB OVERVIEW



10 Off-Track Betting Branches



E-Z Bet locations



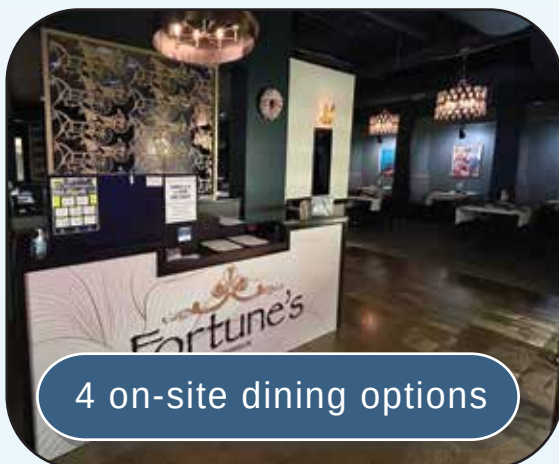
Enhanced OTB Branches



Live Harness Racing



84 room luxury hotel



THE HOTEL AT BATAVIA DOWNS



A one of a kind experience
whether you come to play,
or are here to stay!

Convenient, Comfortable, Fun!
84 luxury rooms & suites

- 910+ in demand games
right downstairs
- Suites that with open-air
balcony overlooking the track
- Luxurious bed sets, Green
Natura bath amenities
- Free valet, hot breakfast,
high-speed internet, & cable TV
- \$10 Free Play per guest, per night



WHAT OUR GUESTS ARE SAYING



" I would recommend this hotel to anyone... It is amazingly clean, stocked and has friendly staff. Adopt us! Very Friendly Staff! Love them! Great breakfast and very friendly staff! The rooms in this Hotel are amazing! What a classy place and wonderful staff! Every staff member went out of their way to say hello and make sure we were happy. Even free play after dinner! "

Teresa B. via Google Review



" The king suite was just that sweet. It had a balcony with a patio set for seating overlooking the racetrack it was larger than my first apartment. The sectional leather sofa was beautiful. It is perfect for a family traveling through the area with a separate bedroom. Also it was exceptionally clean. I stayed with my son and his girlfriend and they said the bed was like sleeping on a cloud. "

Leah M. via Google Review



" We booked the deal with free plays, gas card, drinks and free breakfast. What a great bargain! The hotel room was amazing and we got our moneys worth and then some. Everything was all set up for us when we got there, they made it really easy. The room was very cozy and clean. We loved the high ceilings and the decor. We couldn't of asked for anything more. "

Patti C. via Google Review

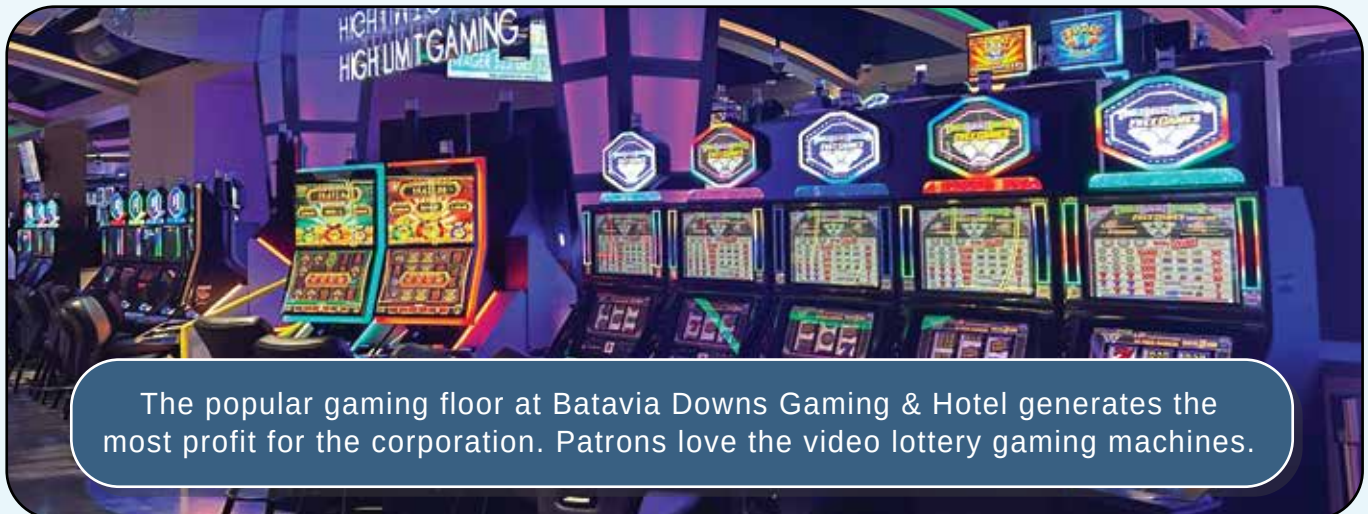
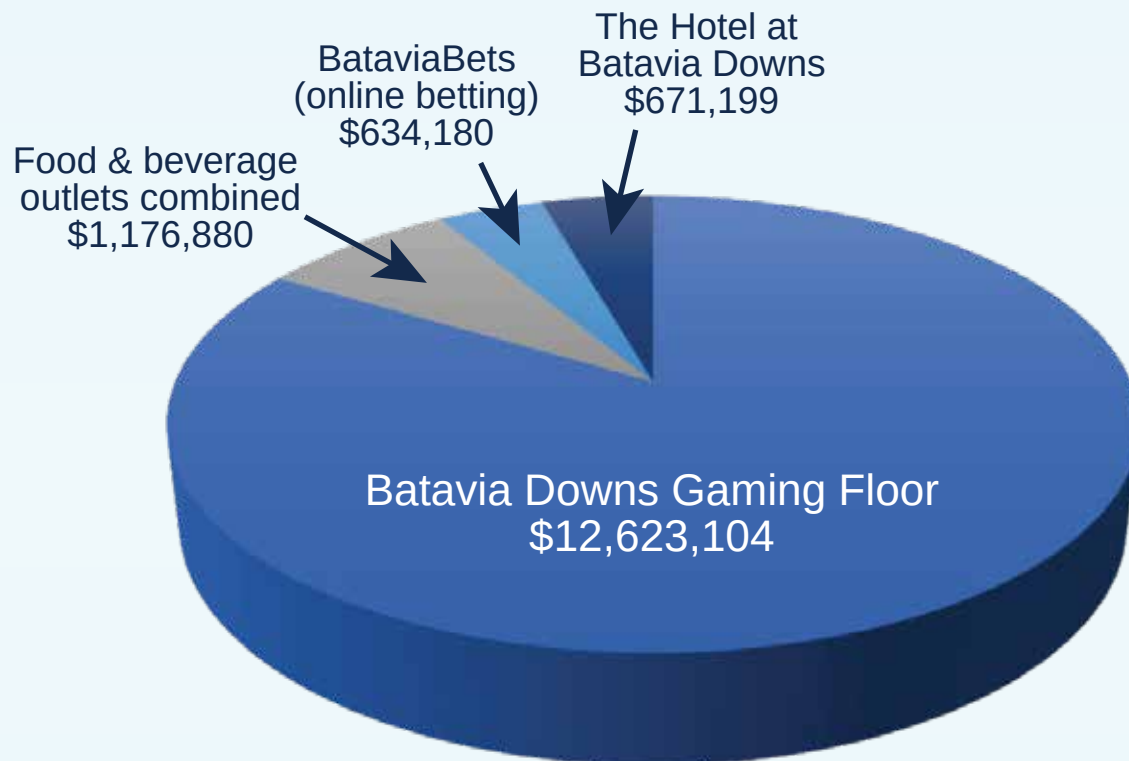


" First time staying at Batavia Downs Hotel. Very well appointed, very new, with nice amenities like in room coffee maker with k-cups, mini-fridge, luxurious robes, etc. Free hot breakfast buffet with scrambled eggs, sausage, hotcakes, hot ham & cheese breakfast sandwiches, cold items like yougurt, cereal, muffins, etc. Coffee, tea, hot cocoa, milk, juices, etc. And what looked and tasted like homemade cookies (peanut butter, chocolate chip and oatmeal raisin)...absolutely delicious and without doubt my favorite thing I tried. Highly recommend. "

Joseph P. via Google Review

MAJOR PROFIT CENTERS

These are the “net” profits, after expenses, of OTB’s major profit center for 2022.

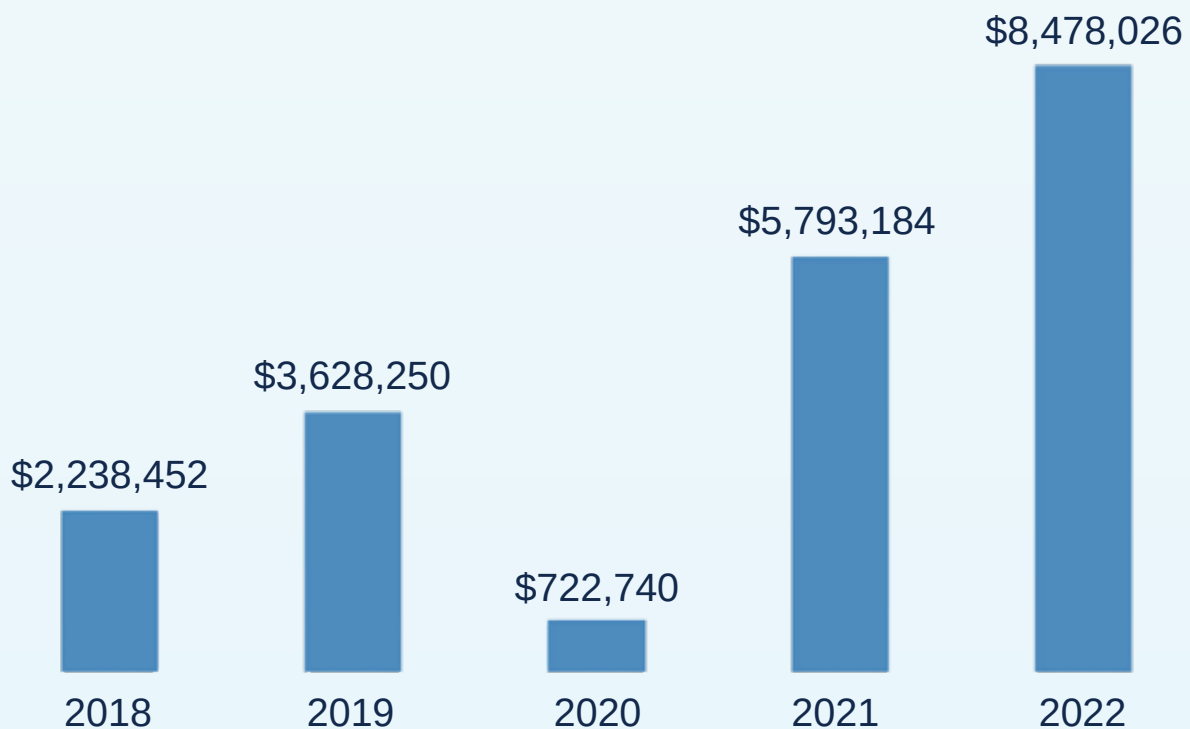


REDUCING LOCAL PROPERTY TAX

Batavia Downs continued its COVID-19 recovery in 2022 with record breaking months and the highest yearly net win number of all time. The year end net win number of \$76 Million was a 14.5% increase over 2021's \$66 Million. Returning and new events helped introduce guests to the property, generating revenue from ticket sales, food and beverage purchases, and the gaming floor. The acquisition of the hotel proved to be an asset as Hotel Revenues were higher than the previous management team had ever seen. New strategies for generating bookings increased room revenue and allowed guests to visit all onsite amenities.

With record revenues from gaming, hotel, ticket, and restaurant outlets came record distributions to member municipalities – over \$8.4 Million was distributed amounts our 17 members in 2022.

Total Distributed to Member Counties and Cities Over the Past 5 Years.



HOW MUCH EACH COUNTY AND CITY RECEIVED FROM OTB

Cattaragus	\$156,178	\$5,225,702
Cayuga	\$168,980	\$5,441,643
Chautauqua	\$271,197	\$9,712,200
Erie/Buffalo	\$1,930,905	\$90,497,540
Genesee	\$123,409	\$12,680,306
Livingston	\$133,084	\$3,495,682
Monroe/Rochester	\$1,611,526	\$61,999,963
Niagara	\$469,982	\$20,906,747
Orleans	\$85,236	\$2,600,065
Oswego	\$269,669	\$9,756,816
Schuyler	\$35,702	\$1,084,166
Seneca	\$72,581	\$3,057,548
Steuben	\$195,897	\$6,856,829
Wayne	\$184,219	\$5,231,730
Wyoming	\$84,619	\$1,948,025

Our Legal and “Statutory Objective”

The Western Regional Off-Track Betting Corporation (WROTBC) is one of five regional OTB corporations established and financed by their respective municipal sponsors following the enactment of permissive legislation by New York State in 1973.

WROTBC is an established “public benefit corporation,” in that, it provides revenues to its member municipalities. Its geographical area is comprised of 18 counties, 15 of which participate as members of WROTBC, including the two cities of Buffalo and Rochester.

The statutory objective of WROTBC is:

- 1) To prevent and curb illegal bookmaking while providing a reasonable revenue stream for the support of government.
- 2) To promote the well-being of horse racing and breeding industries in New York State.
- 3) To facilitate the local economy by providing employment to its residents.

COMMUNITY OUTREACH



Ricky Palermo Charity Concert

President and CEO Henry Wojtaszek presented representatives from the Ricky Palermo Foundation with a check for \$20,000 from ticket sales, food vendor, and chair rental fees from the Bruce in the USA concert which was held on June 10th.

Breast Cancer Coalition

On September 16th, a dinner fundraiser with raffles to benefit the BCCR was held inside the Clubhouse in conjunction with a night of racing. The event raised \$23,605.70 to help those who been affected by breast or gynecologic cancer.



Roc Solid Foundation

Batavia Downs began a partnership with the Roc Solid Foundation to help build play sets for children in NY that are battling pediatric cancer. Two families were chosen. Remi and her family, of Rochester, had their big reveal in late October. Donovan and his family, of Fulton, had their big reveal in early November.

Fur Ball Gala

The Fur Ball Gala Fundraiser on Saturday, March 4th, 2023 raised \$20,000 for Volunteers for Animals, the Animal Shelter of Genesee County, the SPCA of Wyoming County & the SPCA of Niagara County. Over 70 baskets donated by local companies were raffled off to the more than 160 persons in attendance.



OTB IN THE NEWS

THE BATAVIAN
LOCAL MATTERS



Batavia Downs Reports Record Revenue From Wagers For 2022

Officials from Batavia Downs Gaming & Hotel formally closed the books on a record-breaking 2022. Credits played topped \$1 Billion for the first time ever. Net win totaled just over \$76 Million Dollars. That was up 14.5 percent or \$9.63 Million over 2021's numbers. Surcharge & Earnings to be distributed to member municipalities are projected to total \$9.2 Million, with earnings projected to be \$8.6 Million, a record amount since the Corporation's inception in 1974. This is an increase of 48 percent over the 2021 Surcharge & Earnings distributions to member municipalities of \$5.8 Million.

Batavia Downs Gaming contributed \$37.25 Million to State Education via the New York State Lottery. This number was also a record, beating 2021's number of \$32.55 Million by \$4.7 Million.

The Hotel at Batavia Downs, which was purchased by the corporation in the spring of 2021, has generated projected bottom-line revenues to the Corporation of \$675,000. The occupancy rate for the hotel was 78%, beating out last year's rate of 61 percent.

Batavia Downs' Food and Beverage outlets generated projected bottom-line revenues to the Corporation of \$1.2 Million, a new record. Several improvements to Fortune's Steakhouse and a rebranding of the Homestretch Grill provided guests of Batavia Downs with new options when dining onsite.

"We are very encouraged by all we've accomplished in 2022," said Jacquelyne Leach, Chief Financial Officer for Western OTB/Batavia Downs. "Our total distributions to municipalities are projected to be \$9.2 Million, bringing our total since our inception in 1974 to \$251 Million. At a tax rate of 49%, almost half of the money generated at Batavia Downs goes to NYS to help fund the State Education Budget. We're proud to have given the highest amount we've ever had back to the citizens of New York."

"We're proud to have given the highest amount we've ever had back to the citizens of New York."

Jacquelyne Leach
Chief Financial Officer

"These numbers showcase the positive direction of our facility," said Henry Wojtaszek, President and CEO of Batavia Downs. "In the post-Covid economy, we have begun adding events and expanding our promotions. By utilizing our onsite hotel and improving our food and beverage offerings, we have made Batavia Downs an entertainment destination."

"With our Summer Concert Series, Harness Racing Dates and marquee promotions all in the upcoming months, we're looking forward to contributing more to our member municipalities and the State Education Fund this year," Wojtaszek continued.

Batavia Downs had their three busiest days of all time, with each day reaching over \$5 million in credits played. Several record weeks topped \$24 Million in credits played.

In a separate table listing county-by-county distribution, Batavia Downs reported a projected distribution to Genesee County of \$194,821, bringing the total distribution since 1974 to \$12,911,504.

July 10, 2023
By Howard B. Owens



38 Special ROCKS Batavia Downs, Record Crowd

Batavia Downs saw **record-breaking crowds** tonight pack in to hear national recording artists 38 Special as part of its summer concert series. Nearly **7,000 fans** jammed into the sold-out venue last evening.



38 Special is an American rock band that was formed by Donnie Van Zant and Don Barnes in 1974 in Jacksonville, Florida.



Lead Vocalist Don Barnes, led the southern rock 40-year-old band with famous hits like, "Hold on Loosely," "Back where you belong," "Teacher, Teacher," "You Keep Runnin' Away," "Somebody Like You" and "Caught up in You" and many, many more.

July 30, 2022

By Steve Ognibene



Another Home Run For Batavia Downs Gaming

I've recently written several articles, including in the Buffalo News (Another Voice), about the amazing success of WROTBC/Batavia Downs Gaming in returning many millions of dollars to its member counties and cities to help reduce local property taxes since its inception 50 years ago.

The public benefit corporation supported by the cities of Buffalo and Rochester and 15 counties has been a resounding success under the leadership of Henry Wojtaszek and the current board and continues to set records from gaming revenue and hotel and entertainment returns at the very popular Batavia location just off the Thruway.

The latest numbers are a testament to how effective this public benefit corporation is run and the mega dollars it returns to its host members, in addition to employing 400 people.

To be more specific on the latest records we can report that from July 2 through July 8, it scored the top "net win" week of all time with \$1.9 million and the third best credits played week of \$24.08 million. Attendance topped 20,000 and hotel occupancy was over 80 percent.

Wojtaszek was very pleased to announce the numbers, saying we have reached a new high benchmark for play on our gaming floor "and that means local governments will get critical revenue" as a result of the efforts of the team that has been assembled at Batavia Downs/WROTBC. Wojtaszek also noted that \$930,000 will go to the state's education fund from the return for the record-breaking week. This is a public benefit corporation that delivers an amazing return. It just continues to amaze.

July 13, 2023

By Tony Farina

Batavia Downs Gaming & Hotel
Western Regional OTB
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585-343-3750
www.bataviadownsgaming.com

CORPORATE INFORMATION

Henry Wojtaszek, CEO
585-343-3750 x 6303

William White, VP Administration
585-343-3750 x 6212

Scott P. Kiedrowski, VP Operations
585-343-3750 x 6232

Jacquelyne Leach, CFO
585-343-3750 x 6221

WROTB Action Center
585-343-3750 x 6262

The Hotel at Batavia Downs
585-815-7000

Event Booking
585-343-3750

Fortune's Italian Steakhouse
585-367-8863 (585-FORTUNE)

The Labatt Blue Zone at 34 Rush
Homestretch Grill
The Clubhouse & Rail Bar
585-343-3750

OTB Branches

To reach a branch, please call
the WROTB Action Center
585-343-3750 x 6262

AUBURN

PO Box 691, 1 Arterial East, Auburn 13021

JAMESTOWN

1345 East 2nd St., Jamestown 14701

CLINTON

2310 Clinton St., Cheektowaga 14225

WEHRLE

1042 Wehrle Dr., Williamsville 14221

BATAVIA DOWNS GAMING ITW

8315 Park Rd., Batavia 14020

EMPIRE

1764 Empire Blvd. Penfield, NY 14580

LYELL/BROAD

940 West Broad St., Rochester 14608

MARWAY

63 Marway Circle, Gates 14624

RIVER

550 River Rd. North Tonawanda 14120



WROTB Board of Directors

Buffalo - Crystal Rodriguez-Dabney
Cattaraugus - Mark Burr
Cayuga - Terrance Baxter
Chautauqua - Vincent Horrigan
Erie - Jennifer Hibit
Genesee - Charles Zambito

Livingston - Thomas Wamp
Monroe - James Wilmot
Niagara - Elliott Winter
Orleans - Edward Morgan
Oswego - Mark Bombardo
Rochester - Dennis Bassett

Schuyler - Paul Bartow
Seneca - Richard Ricci
Steuben - Michael Horton
Wayne - Ken Lauderdale
Wyoming - Susan May