

2023

ANNUAL REPORT



Western Regional Off Track Betting
bataviadownsgaming.com

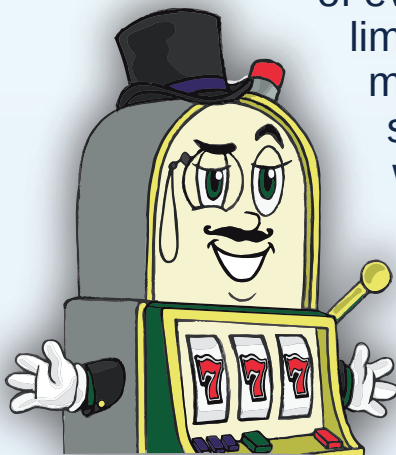
WELCOME TO WROTB

In 2023, Western Regional Off-Track Betting Corporation (WROTBC) experienced remarkable growth, building on its record success of 2022. This year, we saw unprecedented numbers, resulting in a substantial \$ 9.8 million distribution to our member municipalities. This increase from 2022's \$8.5 million distribution demonstrates the significant impact of our operations on local communities.

WROTBC, a public benefit corporation, supports 15 counties and two cities by providing revenue derived from our pari-mutuel wagering operations located throughout Western New York, coupled with the video gaming, food and beverage, hotel and event venues located within Batavia Downs.

Over 902,000 patrons visited Batavia Downs in 2023, breaking 2022's record by more than 73,000. Our jingle, "We want you to love coming here," is clearly resonating with our patrons. We pride ourselves on our excellent customer service, which stems from the belief that our employees are the corporation's most valuable asset.

Each patron experiences personable and individualized customer service at Batavia Downs. The catering and events department provides a safe and friendly environment for a variety of events held at Batavia Downs, including but not limited to, local fundraisers, weddings, and live music. That, along with 84 luxury rooms and suites operated by Hart Hotels, a gaming floor with over 925 games, outstanding restaurants, live racing, and the annual summer concert series, "Rockin' The Downs," there's literally something for everyone here.





Henry F. Wojtaszek

Major horse racing events like the Kentucky Derby, Preakness, and Belmont Stakes are showcased at Batavia Downs and throughout the Off-Track Betting locations all over Western New York. Along with our multiple brick and mortar locations, patrons also have the option to place mobile wagers on our internet wagering platform, www.BataviaBets.com.

WROTBC is proud to have 400 dedicated employees who are exceptionally passionate about their work. Our success is due to purposeful leadership from our Board of Directors, overseeing operations to maximize returns to our member municipalities. As a Public Benefit Corporation, our involvement in the local community is essential. We fulfill this responsibility by regularly hosting events, sponsoring local businesses, donating to charities, and by engaging in various initiatives within the community.

We strive to provide our guests with a memorable experience, with a focus on maximizing returns to member municipalities to alleviate local property tax burdens. In 2023, our efforts resulted in a \$9.8 million contribution to this goal, and we aim to surpass this in 2024.

Your feedback is crucial to us. Please reach out to us at 585-343-3750 to share your thoughts on how we can better serve you. Our outstanding employees are committed to providing you with the best service possible.

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

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

OTB OVERVIEW



6 Off-Track Betting Branches



27 E-Z Bet Locations



2 Enhanced OTB Branches



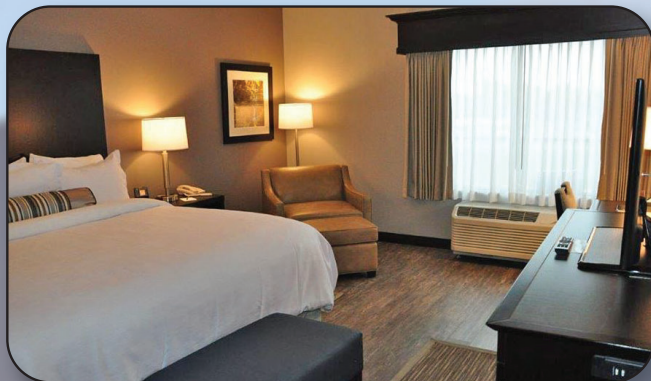
Live Harness Racing



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

- 925+ 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

*"We stayed at the hotel as part of a concert package, which literally became a free night! We were comped with concert tickets and slot play which made for a most enjoyable stay! The hotel is newer, clean and fresh. **Check in and check out was a breeze and hotel staff is pleasant.** A complementary buffet was offered with nice breakfast choices available. The buffet was kept filled and fresh. We would gladly return if given the opportunity!"*

JSCHMEEG. via TripAdvisor

*"The entire experience was excellent. **The room was spacious, the bathroom was the largest bathroom I have ever seen in a hotel, the staff were friendly and always greeted us.** The front desk staff were very sweet and accommodating. We also received \$10 free play for each day we stayed. The staff in the gaming center were equally as friendly. Even the security guard were nice. Also, free hot breakfast and it is a rotating menu and had many options. Wifi was excellent, room had ample TV stations and it included a robe, mini fridge, mini pantry draws and a Keurig. Anytime we needed towels, we went to the front desk and it would be in our room when we returned. **100/10 my husband and I will stay here anytime we are in the area.**"*

Joshua via Priceline

*"This hotel is wonderful. We recently stayed at a Hilton on the boardwalk in Virginia Beach. **Batavia Downs Hotel beat the Hilton hands down!!** Not even close for a comparison. We will be coming back next week."*

Rebecca F. via survey

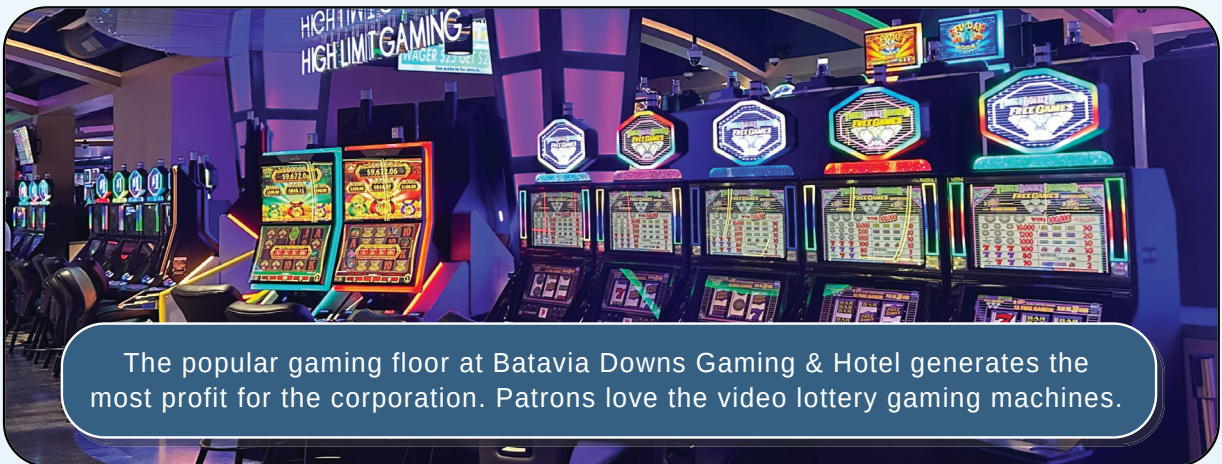
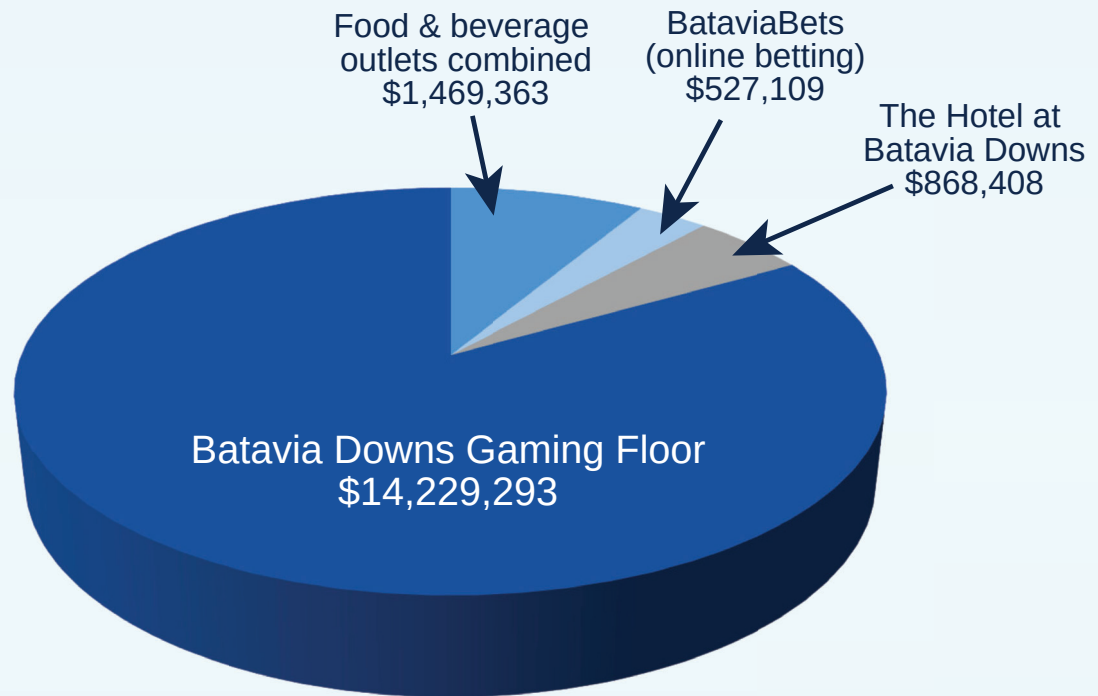
*"**The staff is the best around!** We had the pleasure of Tyra on check in. She was courteous & friendly. Upon check out, we had Tammy who had us laughing as I booked another stay since this one was so pleasurable. Kathy in the breakfast buffet couldn't do enough for us. Dakota in the Blue Zone was print & attentive when serving our delicious beef on weck! I was remiss on getting the nice gentleman's name in the Homestretch Grill who helped us with our order & then delivered the superb wood fired pizza to our table. He was a sweetheart! Our room was clean to perfection & we even had a handwritten note on the nightstand welcoming us! All of the housekeepers greeted us with a smile & a "Good Morning." **The staff in this hotel & casino ranks up there with the best five star hotels that I have stayed at.**"*

Karen G. via TripAdvisor

Unsolicited comments taken directly from the web.

MAJOR PROFIT CENTERS

These are the “net” profits, after expenses, of OTB’s major profit center for 2023.



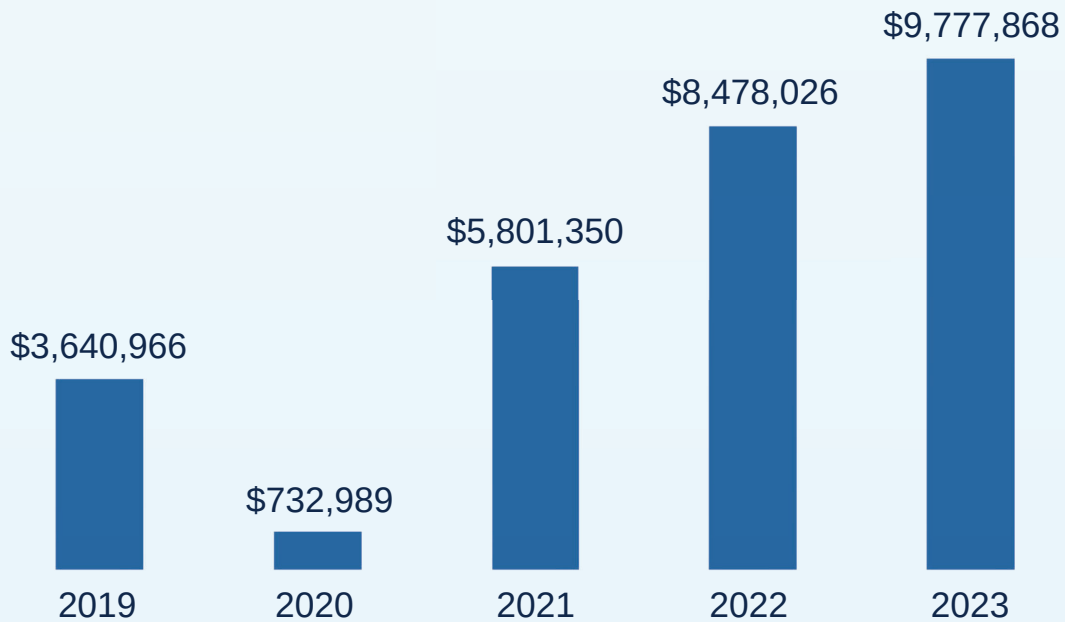
The popular gaming floor at Batavia Downs Gaming & Hotel generates the most profit for the corporation. Patrons love the video lottery gaming machines.

REDUCING LOCAL PROPERTY TAX

Batavia Downs continued in 2023 with record breaking months and the highest yearly net win number of all time. The year end net win number of \$84.4 Million was a 11.1% increase over 2022's \$76 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 \$9.7 Million was distributed amounts our 17 members in 2023.

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



HOW MUCH EACH COUNTY AND CITY RECEIVED FROM OTB

Cattaragus	\$277,676	\$5,781,355
Cayuga	\$269,878	\$5,983,175
Chautauqua	\$455,822	\$10,625,082
Erie	\$2,388,545	\$67,432,677
City of Buffalo	\$983,682	\$29,796,092
Genesee	\$215,397	\$13,116,256
Livingston	\$220,923	\$3,939,111
Monroe	\$1,925,032	\$45,014,049
City of Rochester	\$742,326	\$22,306,602
Niagara	\$745,715	\$22,400,051
Orleans	\$144,691	\$2,890,073
Oswego	\$416,293	\$10,588,085
Schuyler	\$64,704	\$1,213,499
Seneca	\$119,709	\$3,297,240
Steuben	\$335,621	\$7,529,420
Wayne	\$327,080	\$5,886,570
Wyoming	\$144,774	\$2,237,959

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



Rochester Veterans Treatment Court

Batavia Downs presented a check for \$7,000 to the Rochester Veterans Treatment Court to help support their efforts of assisting Veterans within the court system. Proceeds were from live & penny auctions that happened on Veteran's Night, Oct. 21, 2023.

Make-A-Wish Foundation

Batavia Downs presented the the Make-A-Wish Foundation with a check for \$10,379. These proceeds were from this past summer's chair rentals, glow in the dark jewelry and can coolers sales at the Rockin' the Downs Summer Concert Series.



Roc Solid Foundation

Batavia Downs continued a partnership with the Roc Solid Foundation to help build play sets for children in NY that are battling pediatric cancer. This year, a sweet little girl named Scarlett was chosen. She is 2.5 years old, battling Leukemia. Scarlett and her family were delighted with the reveal.

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 realized a 75% handle increase in 2023

With the books now finalized after the last live card of racing took place on Saturday (Dec. 9), Batavia Downs saw a major growth in handle that started last January during their first winter meet in 20 years and ended the year showing a 75% increase in wagering over the track's previous record high.

The total all-source handle for the entire 67 days of live racing conducted at the Downs in 2023 was \$15,414,846, which easily eclipsed the old record high of \$8,779,409 established in 2019 over that 63-day meet, and set a new all-time high wagering mark during Western Regional Off Track Betting's 21-year tenure as owner of the track.

Breaking down the numbers further, the average daily all-source handle of \$230,072 bested the old mark of \$146,987 set in 2021 (for a full-year schedule) by 57%. The average daily handle in 2020 was \$170,268, but it was during a Covid-shortened meet that ran only 42 days.

Another number that saw an uptick at the Downs in 2023 was the total on-track live handle of \$935,790, which rose 2.5% from the \$912,822 wagered last year.

"The momentum in the handle started during our winter meet when we set several daily records and picked right back up when we returned in July. I am very happy that the wagering support from our customers, both remote and live, carried over to our regular meet," said Don Hoover, Director of Live Racing at Batavia Downs.

"The momentum in the handle started during our winter meet when we set several daily records and picked right back up when we returned in July."

Don Hoover
Director of Live Racing

The momentum Hoover eluded to started on Monday (Jan. 30) after bettors came out in force to pump \$340,602 (from all sources) through the windows to set a new all-time single card mark at Batavia Downs. That total was the largest handle recorded since WROTB reopened the Downs in 2002, and surpassed the old mark of \$339,000 which occurred during the 2019 New York Sire Stakes Night of Champions finals.

Then only a week later on Monday (Feb. 6), that record was broken again after \$348,205 was wagered on the very competitive third leg card of the Western New York Pop-Up Series.

The healthy daily average handle for the short 14-day 2023 winter meet was \$238,895, and compared to \$227,742 for the 53 day summer/fall meet, remained almost identical all year despite increased competition by the greater number of tracks that raced live later in the year.

Batavia Downs will once again host a winter meet in 2024 and it begins on Thursday (Jan. 4) with 16 dates that run through Monday (Feb. 26). Post time for every race day will be 3 p.m.



Photo courtesy of
Wendy Lowery

Dec 20, 2023
By Tim Bojarski

'Net win' for Batavia Downs near \$2 million, a new record, on attendance of 20K

Western Region Off-Track Betting (WROTB) and Batavia Downs President and CEO Henry Wojtaszek announced that the week from Sunday, July 2nd through Saturday, July 8th was record-setting.



It was the top "net win" week of all time with \$1.9 Million and the 3rd best Credits Played week of \$24.08 million. Attendance topped 20,000 people for the week. Hotel Occupancy for the week was over 89%.

"We are so excited to have reached a new high benchmark for play on our gaming floor," Wojtaszek said. "A record week on the gaming floor means that local governments will get critical revenue as a result of the great work on the ground by our team. Also, the state's education fund will receive over \$930,000 from Batavia Downs from this last week's play. Our restaurants and hotel were packed throughout the holiday week."

Revenues from Batavia Downs' are distributed to their 17 Western New York municipalities: Cattaraugus County, Cayuga County, Chautauqua County, Erie County, Genesee County, Livingston County, Monroe County, Niagara County, Orleans County, Oswego County, Schuyler County, Seneca County, Steuben County, Wayne County, Wyoming County as well as the cities of Rochester and Buffalo.

July 10, 2023
By Howard Owens

Batavia Downs Sponsors Local K-9 Unit With Found Money

On July 13th 2023, a ceremony was held in the lobby at Batavia Downs Gaming as Batavia Downs presented both local K-9 Units with a check from money that went unclaimed at Batavia Downs. When the money went unclaimed, Batavia Downs decided to sponsor the Department's K-9 Unit as they have done in the past. Both the Genesee County Sheriff's Department and the Batavia Police Department's K-9 Units received \$2,000 each.

"We're happy to once again support the local K-9 Units," said Henry Wojtaszek, President and CEO of Batavia Downs. "Now more than ever it's important for our local law enforcement to have the resources they need to keep local residents safe. These officers do so much for the community and we're glad to do our part to help."

"We appreciate the support from local businesses like Batavia Downs," said Genesee County Sheriff William Sheron, Jr. "These funds will help cover the K-9 unit's expenses like food, training and equipment."

"Public support and donations play an integral role in supporting our K-9 program," said Batavia Police Chief Shawn Heubusch. "These funds will be used to offset the cost of food, veterinary services, training, equipment and other K-9-related expenses."





JUNE 21

SMASH MOUTH

JUNE 28

BARRACUDA
AMERICA'S HEART TRIBUTE

JULY 5

APRIL WINE
CARL DIXON
MUSIC OF THE GUESS WHO

JULY 12

CLAY WALKER

JULY 19

PEACE FROG
A TRIBUTE TO THE DOORS

JULY 26

THE BACON BROTHERS

AUGUST 2

RUMOURS ATL
A FLEETWOOD MAC TRIBUTE

AUGUST 9

38 SPECIAL

AUGUST 16

TOMMY DECARLO

JASON SCHEFF
MUSIC OF CHICAGO

AUGUST ZADRA
MUSIC OF STYX

**Batavia Downs Gaming & Hotel
Western Regional OTB
8315 Park Road
Batavia, New York 14020
585-343-3750
www.bataviadownsgaming.com**

Henry F. Wojtaszek, President & CEO
585-343-3750 x 6303

Scott P. Kiedrowski, Chief Operating Officer
585-343-3750 x 6232

Jacquelyne A. Leach, CFO
585-343-3750 x 6221

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

Sean S. Schiano, VP of Operations
585-343-3750 x 6233

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

CORPORATE INFORMATION

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 - Vacant
Wyoming - Susan May

BATAVIA DOWNS



Western Regional OTB
8315 Park Road
Batavia, New York 14020