

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BOARD OF DIRECTORS MEETING

March 27, 2025

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. Personnel Committee Report
6. Finance Committee Report
7. Advertising & Promotions Report
8. Batavia Downs Operations Committee Report
9. Legislative Committee Report
10. Insurance Committee Report
11. Audit Committee Report
12. Legal Committee Report
13. Branch Operations Committee Report
14. New Business

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

Finance Committee Meeting
Wednesday – March 26, 2025
1:00p.m.
Batavia, New York

Michael Horton, Chairman
Vincent Horrigan, Vice Chairman
Edward Morgan, Member
Paul Bartow, Member

Dennis Bassett, Member
Elliott Winter, Member
Terrance Baxter, Member
Kyle Black, Member ** Absent

AGENDA

1. Executive Session
 - a. Executive session for the discussion of the legal, 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.
2. Resolution 32-2025
 - Snowplowing Supplemental - S. Kiedrowski
 - Land & Snow Services, LLC. - M. Glor
3. Chief Financial Officer Report & BDG Financials
 - January 2025 Summary - Z. Elliott
 - February 2025
4. Regional VGM Numbers - February - Z. Elliott

RESOLUTION - #32-2025

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 increase the funds for snowplowing services in Erie County for the year; and

WHEREAS, Western originally approved \$30,000.00 for this service by Resolution 99-2024 after public bid dated October 8, 2024 and now needs an additional \$7,700.00 for this winter season; and

WHEREAS, staff recommends that the Board of Western increase the funds payable to Land and Snow Services LLC by \$7,700.00 for the balance of this season; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to provide an additional \$7,700.00 for snow plowing services in Erie County for this season, 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: March 27, 2025
 Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

PERSONNEL COMMITTEE MEETING

Wednesday, March 26, 2025

2:00 p.m.

Batavia, New York

Elliott Winter, Chairperson
Vincent Horrigan, Vice-Chairperson
Mark Burr, Member
Patricia Marini, Member **Absent

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

AGENDA

1. Executive Session

- a. Executive session for the discussion of the legal, 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.

2. Union Contract Negotiation Update

D. Fleming

3. CFO Update

D. Bassett
E. Winter

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

ADVERTISING & PROMOTIONS COMMITTEE

Wednesday – March 26, 2025

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. Executive Session
 - a. Executive session for the discussion of the legal, 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.

2. Gaming/Branch Marketing Update - R. Hasenauer

3. Resolution 31-2025 - R. Hasenauer
 - Gaming Software-Quick Custom Intelligence

RESOLUTION - #31-2025

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 software that can assist Marketing Staff with analyzing and generating data on all aspects of carded play; and

WHEREAS, such software may then be used to generate mailing lists based on play and allow staff to track and engage with customers by generating call lists, assigning tasks and tracking marketing campaigns; and

WHEREAS, an RFP was sent out and was returnable on March 7, 2025; and

WHEREAS, staff recommends that the Board of Western engage Quick Custom Intelligence at a monthly cost of \$10,068.00 per month for a three year period beginning November 1, 2025 and ending October 31, 2028 and, if mutually agreed, to be renewed for 2 additional 1 year periods; and now therefore

BE IT RESOLVED, that Western’s Board of Directors agrees to engage Quick Custom Intelligence at a monthly cost of \$10,068.00 per month for a three year period beginning November 1, 2025 and ending October 31, 2028 and, if mutually agreed, to be renewed for 2 additional 1 year periods, 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: March 27, 2025
 Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

LEGAL COMMITTEE MEETING

Wednesday, March 26, 2025

3:00 p.m.

Batavia, New York

Members Attending

Crystal Rodriguez-Dabney-Chairperson

Vincent Horrigan - Member

Charles Zambito- Vice-Chairperson ** Absent

AGENDA

1. Executive Session

- a. Executive session for the discussion of the legal, 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.

2. Resolution 34-2025

- Hodgson Russ Settlement

- J. Owens

3. Legal Update

- C. Rodriguez-Dabney

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

LEGISLATIVE COMMITTEE
Wednesday, March 26, 2025
3:30 p.m.

Mark Bombardo - Chairperson
Terrance Baxter - Vice Chairman
Dennis Bassett - Member
Edward Morgan – Member

Susan May - Member
Mark Burr - Member
Charles Zambito – Member **Absent
Paul Bartow - Member

AGENDA

1. Executive Session

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2. Legislative Agenda Update

- B. Brown

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BATAVIA DOWNS OPERATIONS COMMITTEE

Wednesday – March 26, 2025

3:45 p.m.

Batavia, New York

Edward Morgan - Chairperson
Charles Zambito - Vice-Chairperson ** Absent
Dennis Bassett - Member
Kyle Black – Member ** Absent

Paul Bartow – Member
Michael Horton - Member
Mark Bombardo - Member
Patricia Marini – Member **Absent

AGENDA

1. Executive Session
 - a. Executive session for the discussion of the legal, 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.

2. Gaming Floor Update - S. Schiano

3. Resolution 28-2025 - R. Hasenauer
 - 2025 Concert Series Performers

4. Resolution 29-2025 - S. Kiedrowski
 - Gas - Noco Energy Corp. - M. Glor

5. Resolution 30-2025 - S. Kiedrowski
 - Diesel – Mirabito Energy Products - M. Glor

RESOLUTION - #28-2025

WHEREAS, as part of its ongoing patron attraction and retention program, Western Regional Off-Track Betting Corporation (“Western”) wishes to contract with a number of nationally known performers to provide entertainment at its 2025 Summer Concert Series at its Batavia Downs Gaming location; and

WHEREAS, Western will contract with such performers for a total cost for the 2025 Concert Series in an amount not to exceed \$444,750.00; and

WHEREAS, staff request authorization to enter into a series of separate agreements with the various nationally known performers who will provide entertainment at the 2025 Summer Concert Series at its Batavia Downs location; and therefore

BE IT RESOLVED, that the Board of Directors of Western hereby approves that Western enter into a series of agreements with various nationally known performers to provide entertainment at Western’s 2025 Summer Concert Series in an amount not to exceed \$444,750.00, and

BE IT FURTHER RESOLVED, that the Board of Directors of Western hereby authorizes an officer of Western to execute all such agreements with the various performers in furtherance of this resolution.

Respectfully submitted,

Dated: March 27, 2025
 Batavia, New York

RESOLUTION - #29-2025

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 purchase the necessary unleaded fuel delivered for on-site tanks utilized for track and grounds equipment; and

WHEREAS, staff recommends that the Board of Western authorize the purchase of the necessary unleaded fuel from Noco Energy Corp, Tonawanda, NY for a cost not to exceed \$30,000.00 for 2025 pursuant to OGS NYS Contract 05600, Award 23344, PC 70573; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to purchase the needed unleaded fuel from Noco Energy Corp at a cost not to exceed \$30,000.00 for 2025; 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: March 27, 2025
 Batavia, New York

RESOLUTION - #30-2025

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 purchase necessary diesel fuel delivered for on-site tanks utilized for track and grounds equipment; and

WHEREAS, staff recommends that the Board of Western authorize the purchase of the necessary diesel fuel from Mirabito Energy Products, Binghamton, NY for a cost not to exceed \$30,000.00 for 2025 pursuant to OGS NYS Contract 05602, Award 23343, PC 70535; and now therefore

BE IT RESOLVED, that Western's Board of Directors agrees to purchase the needed diesel fuel from Mirabito Energy Products at a cost not to exceed \$30,000.00 for 2025; 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: March 27, 2025
 Batavia, New York

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

INSURANCE COMMITTEE
Wednesday, March 26, 2025
4:00 p.m.

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

James Wilmot - Member
Edward Morgan - Member
Tim Callan - Member
Patricia Marini – Member *Absent

1. Executive Session

- a. Executive session for the discussion of the legal, 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

AUDIT COMMITTEE Wednesday, March 26, 2025 4:15 p.m. Batavia, New York

Charles Zambito, Chairperson **Absent
Timothy Callan, Vice-Chairperson
Dennis Bassett, Member
Edward Morgan, Member

Vincent Horrigan, Member
Crystal Rodriguez-Dabney, Member
James Wilmot, Member
Paul Bartow, Member

AGENDA

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.

WESTERN REGIONAL OFF-TRACK BETTING CORPORATION

BRANCH OPERATIONS COMMITTEE MEETING

Thursday, March 27, 2025

9:00 a.m.

Batavia, New York

Mark Burr, Chairperson
Crystal Rodriguez-Dabney, Vice-Chairperson
Edward Morgan - Member
Patricia Marini, Member ** Absent

Dennis Bassett, Member
Mark Bombardo, Member
Michael Horton, Member

AGENDA

1. Executive Session
 - a. Executive session for the discussion of the legal, 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.

2. EZ Bet Update - D. Pane

3. Batavia Bets - D. Pane

4. Branch Update - S. Kiedrowski