



1776 Tribute Road, Suite 205  
Sacramento, CA 95815  
Office: 916.927.7223 Fax: 916.263.3341  
[www.calfairs.com](http://www.calfairs.com)

**AGENDA**  
**CALIFORNIA AUTHORITY OF RACING FAIRS**  
**LIVE RACING COMMITTEE MEETING**  
**JOHN ALKIRE, CHAIR**  
**11:00 A.M., TUESDAY, DECEMBER 7, 2010**  
**VIA TELECONFERENCE**

Notice is hereby given that a teleconference meeting of the Live Racing Committee will commence at 11:00 A.M., Tuesday, December 7, 2010. The meeting will be held at the CARF Conference Room located at 1776 Tribute Road, Sacramento, California 95815.

**AGENDA**

- I. Date, time and location of next meeting: February 1, 2011
- II. Approval of minutes.
- III. Report, discussion and action, if any, on Racing Dates for 2011 and beyond.
- IV. Report, discussion and action, if any, on Replacement Revenues for Solano and San Joaquin County Fairs.
- V. Discussion and action, if any, Legislative Program for 2011.
- VI. Report on Initial Meeting of CARF Controllers' Committee.
- VII. Executive Director's Report



1776 Tribute Road, Suite 205  
Sacramento, CA 95815  
Office: 916.927.7223 Fax: 916.263.3341  
[www.calfairs.com](http://www.calfairs.com)

**NOTICE**  
**CALIFORNIA AUTHORITY OF RACING FAIRS**  
**LIVE RACING COMMITTEE MEETING**  
**JOHN ALKIRE, CHAIR**  
**11:00 A.M., TUESDAY, DECEMBER 7, 2010**  
**VIA TELECONFERENCE**

Notice is hereby given that a teleconference meeting of the Live Racing Committee will commence at 11:00 A.M., Tuesday, December 7, 2010. The meeting will be held at the CARF Conference Room located at 1776 Tribute Road, Sacramento, California 95815.

**CARF Live Racing Committee Meeting**  
**Toll Free Dial In Number: (800) 791-2345**  
**Participant Code: 62745 #**

The Public and members of the Live Racing Committee may participate from the following locations:

Alameda County Fair  
4501 Pleasanton Ave.  
Pleasanton, CA 94566

Humboldt County Fair  
1250 5<sup>th</sup> Street  
Ferndale, CA 95536

Solano County Fair  
900 Fairgrounds Drive  
Vallejo, CA 94589

The Big Fresno Fair  
1121 S. Chance Avenue  
Fresno, CA 93702

San Joaquin Fair  
1658 S. Airport Way  
Stockton, CA 95206

Sonoma County Fair  
1350 Bennett Valley Road  
Santa Rosa, CA 95404

California State Fair  
1600 Exposition Blvd.  
Sacramento, CA 95815

**CALIFORNIA AUTHORITY OF RACING FAIRS**  
**Live Racing Committee**  
**Wednesday, November 17, 2010**

**MINUTES**

A meeting of the California Authority of Racing Fairs Live Racing Committee was held at 3:30 P.M., Wednesday, November 17, 2010. The meeting was hosted at the Courtyard Marriott, 1782 Tribute Road, Sacramento, California.

CARF Live Racing Committee members attending: John Alkire, Norb Bartosik, Mike Paluszak, Rick Pickering, Tawny Tesconi and Stuart Titus.

Staff and Guests attending: Christopher Korby, Larry Swartzlander, Heather Haviland, Amelia White, George Soares, Vince Agnifili, Dan Jacobs, Kelly Baldwin, Rebecca Desmond, Tim Renner and Cindy Olsen.

**Agenda Item 1 – Date, Time and Location of Next Meeting.** The next CARF Board & Live Racing Committee meetings will be scheduled for December 7, 2010 in Sacramento.

**Agenda Item 2 – Approval of Minutes.** Mr. Bartosik moved to approve the meeting minutes as amended. Mr. Pickering seconded, unanimously approved.

**Agenda Item 3 – Report, Discussion and Action, if any, on Legislative Matters.** Legislative matters will be discussed during the second day of the CARF Strategic Planning Conference. The proposed legislative program for 2011 and beyond will include modifying/amending AB 765 language (allows 1% increase in take-out for racing conducted at Fairs), modifying/amending language B&P Section 19522 (requiring satellite supervisors at Fair satellite facilities) and renewing efforts to receive an increase in satellite commissions.

**Agenda Item 4 – Report, Discussion and Action, if any, on Racing Dates for 2011 and Beyond.** Mr. Korby reported that the 2011 racing calendar adopted by the California Horse Racing Board was included in the meeting packet.

**Agenda Item 5 – Discussion and Action, if any, on Replacement Revenues to Fairs that Reduce or Discontinue Horse Live Racing Dates.** Mr. Alkire reported that a letter was provided in the meeting packet, written by Mr. Paluszak, requesting assurance of \$414,088 in replacement revenue for 2011 and a written agreement for the provision of replacement revenues through 2016. Mr. Paluszak explained that the replacement revenue figure for 2011 was derived from a 14%

decline in commissions in 2010 projected forward to 2011. This formula, was used to determine the 2010 replacement revenue figure.

Mr. Alkire asked Ms. Desmond if the allocation provided by F&E in 2010, generated from license fees, could be made available to Solano County Fair in 2011. Ms. Desmond responded that the same funds could not be made available as the monies have already been allocated in the expenditure plan to other areas.

Mr. Bartosik suggested that Mr. Korby reconvene the three member CARF sub-committee (Mr. Bartosik, Mr. Paluszak and Ms. Tesconi), which was originally tasked with making a recommendation, to revisit the replacement revenue issue and review unspent F&E allocations residing at CARF. Mr. Bartosik asked Mr. Korby to review account balances and make a recommendation to the sub-committee.

Mr. Pickering moved to refer to the CARF sub-committee the formal requests made by the Solano County Fair regarding 2011 and future replacement revenue for the discontinuation of live horse racing. Ms. Tesconi seconded, unanimously approved.

**Agenda Item 6 – Executive Director’s Report.** Mr. Korby reported that the city of Del Mar and Senator Kehoe are discussing the potential transfer of the 22<sup>nd</sup> DAA fairgrounds to the city of Del Mar. Mr. Korby presumes that Senator Kehoe will submit legislation next session to facilitate the transfer. CARF might consider working with the 22<sup>nd</sup> DAA on a joint position.

Respectfully submitted,  
Heather Haviland



November 12, 2010

Board of Directors  
California Authority of Racing Fairs  
1776 Tribute Rd.  
Sacramento, CA

Dear Board Members,

During the last meeting of the CARF Board via teleconference on October 19, 2010, the topic of replacement revenue for fairs discontinuing or reducing live horse, specifically the Solano County Fair, was discussed with regard to 2011. At that time, I was asked to provide a written request for 2011 replacement revenues.

Following months of discussions by the sub-committee established to determine how the amount of replacement revenues and the source of those revenues, the CARF Board unanimously approved a recommendation by the Live Racing Committee to 1) Table discussion of the "Agreement - Consolidation of Racing Dates and Payment of Replacement Revenues (DRAFT Agreement as of March 23, 2010" as presented, and 2) Authorize the Executive Director to establish a new agreement with the Division of Fairs and Expositions, Solano County Fair and San Joaquin County Fair based on funding from license fee revenues pledged from F&E for a one-year term, as an interim plan.

Although the sub-committee had worked diligently to reach consensus on an agreeable formula by which replacement revenues would be determined, it was unable to reach consensus on the source of those funds to the satisfaction of all parties as outlined in the "DRAFT Agreement as of March 23, 2010" in its entirety. Since that time the Solano County Fair received replacement revenues from the Division of F&E based on the formula agreed to by all parties, and further discussions of a long-term agreement for replacement revenues in subsequent years suspended until the 2010 fair racing season concluded.

With the 2010 fair racing season concluded and the 2011 racing calendar determined, it is time to resume the conversation with respect to replacement revenues for 2011 and beyond. Please consider this to be the written request that the Board asked for during its October 19, 2010 meeting via teleconference to respectfully request that the Board:

1. Provide the Solano County Fair assurance of replacement revenue for 2011 for discontinuing live racing in the amount of \$414,088, based on the formula agreed to and used as the basis for replacement revenue in 2010 applying a factor of 14% decline in 2010; and
2. Provide the Solano County Fair with a written agreement for the duration of the replacement revenue period through 2016, based on the formula agreed to and used as the basis for replacement revenue in 2010, and specifying the source of those funds.

Thank you in advance for your consideration of this request. I look forward to discussing it and reaching consensus on unresolved issues soon, so that the Solano County Fair can turn more of its attention to long-term planning without live racing.

Sincerely,  
Solano County Fair Association

Michael A. Paluszak  
General Manager



December 2, 2010

Christopher Korby, Executive Director  
California Authority of Racing Fairs  
1776 Tribute Road Suite 150  
Sacramento, CA 95815

Dear Chris:

On behalf of the Board of Directors of the San Joaquin County Fair, 2<sup>nd</sup> DAA, we respectfully request that California Authority of Racing Fairs provide replacement funds for the 2011 racing season, consistent with action taken in 2010 which provided replacement funds to both the Solano County Fair and the San Joaquin County Fair. In 2010, the San Joaquin County Fair received replacement funds due to a shortened racing season, and again in 2011, the San Joaquin County Fair is in similar circumstances, based on the dates allocated by the California Horse Racing Board on November 9, 2010.

The requested replacement monies for the San Joaquin County Fair should be computed in the same manner as those monies being requested by the Solano County Fair.

The San Joaquin County Fair respectfully requests that these replacement monies be disbursed as soon as possible given the 2<sup>nd</sup> DAA's current financial status.

The Board of Directors appreciates your timely consideration of this request.

Sincerely,

James Jimenez  
Board Chairman  
San Joaquin County Fair

PROSPECTIVE LEGISLATIVE PROGRAM FOR 2011

---

- Modify/amend AB765 language, which already allows 1% increase in take-out for racing conducted at Fairs
- Modify/amend language B&P Section 19522 requiring satellite supervisors at Fair satellite facilities
- Increase in satellite commissions

**CALIFORNIA AUTHORITY OF RACING FAIRS**  
**Racing Operations**  
***Management Services and Contract Administration***

---

**Racing Operations**

- Works with Racing Fairs on preparation, submission and presentation of CHRB License Applications
- Provides Racing Office computer system (all computer hardware/ peripherals) and application software (Equibase) and manages service, technical support and transportation
- Provides and manages Paymaster services, including Paymaster (CARF employee) bank accounts, audits, payment of all purse moneys to owners and all other distributions of payment to various recipients
- Telecommunications: provision of voice, fax and data lines necessary to support racing, totalisator and simulcast operations
- Provides accounting, reconciliation and distribution of all parimutuel commissions, purse, license fees and other distributions
- Coordinates development and management of purse schedule through Fair Circuit in cooperation with Fair Racing Secretaries and Thoroughbred Owners of California
- Provides Supplemental Purse Fund management and accounting
- Provides marketing coordination through circuit
- Manages contracts for daily racing program production, printing and distribution
- Manages Condition Book production and distribution
- Manages contracts and logistics for provision of Jumbo Video Screen
- Manages contract for Starting Gate
- Manages contract for Photo Finish
- Total Carbon Dioxide (TCO2) testing
- Furnishes electronic timing system with operator
- Oversees TV Replay System for Officials
- Manages provision of Temporary stalls
- Coordinates provision of Mobile offices for racing operations



## **VI.**

- Daily, on-site management and oversight of all operations above, along with management, coordination and disposition of other matters that may arise from time to time in the course of conducting racing at Fairs
- Active liaison, representation and advocacy with on-track Stewards and with senior CHRB officials

### **Contracts with Horsemen's Associations**

- Negotiate contracts with horsemen's associations, as required by statute.
- Thoroughbred Owners of California
- Cal Western Appaloosa
- Pacific Coast Quarter Horse Association
- Arabian Racing Association of California
- Racing Mule Association
- California Thoroughbred Trainers

### **Labor Agreements**

- Membership in Federation of California Racing Associations for representation in racing industry employer group for labor union negotiations.
- Local 280 Pari-Mutuel Employees Guild
- Local 1877 (formerly Local 399) AFL-CIO Service Employees International Union  
Valets and rec. barn personnel
- Local 495 International Brotherhood of Teamsters, Chauffeurs, Warehousemen and helpers of America
- Note: Assist Starters now with Teamsters Local 495 but under separate agreement

## **Racetrack Safety and Maintenance Program**

- CARF developed this program and provides management oversight throughout Fair circuit.
- Works with Division of Fairs and Expositions to maintain funding support
- Contracts with Steve Wood, Trackmaster, Inc., to provide expert consultation and oversight of Fair track maintenance
- Carries lease agreements for John Deere tractors
- Owns and provides custom-built water truck (2001 Sterling).
- Owns and provides rock-picker (added 2003).
- Owns or provides harrows, floats, and other miscellaneous equipment required for track maintenance.
- Manages all planning, heavy equipment transportation and logistics
- Provides daily, on-site management, key personnel and oversight
- No direct cost to Racing Fairs.
- Administers Jockey Club Equine Industry Database for CARF member Fairs

## **Recruitment Program for Out-of-State Horses**

- Organizes and conducts out-of-state recruitment of horses to run at Northern California Fairs
- Manage payment of incentives
- Track and report on results of Recruitment Program

## **Parimutuel Wagering Operations**

- Maintains totalisator contract
- Parimutuel labor contract
- NOTWInc agreement for Northern California simulcast network
- You Bet.com Advanced Deposit Wagering
- TVG Advanced Deposit Wagering
- Xpress Bet Advanced Deposit Wagering
- TwinSpires Advanced Deposit Wagering

## **VI.**

- Provides all accounting, reconciliation, banking for ADW wagering operations

### **Personnel**

- Morning Fitness Vet
- Veterinarian
- TCO2 Technician
- Track Maintenance Crew Chief
- Horse Ambulance Driver
- Clocker and Timer
- Paymaster
- Program Manager
- Track Announcer
- Stewards' Aide
- Jocks' Room
- Racing Secretary

### **Web Site Operation**

- Manages racing Website [www.calfairs.net](http://www.calfairs.net) on behalf of Fairs which conduct live racing
- Contracts with information service providers
- Daily management and administration of racing information provided to racing fans on Website

### **Simulcast Operations**

- Manages Satellite Transmission and Encryption Services
- Manages TV Production for simulcast coverage
- Manages telecommunications support: provision of voice, fax and data lines necessary to support simulcast operations
- Furnishes back up electrical generators
- Provides accounting, reconciliation, banking for simulcast operations

## **VI.**

- NOTWInc contract for Northern California simulcast network
- Manages contracts for out-of-state simulcast sites and distribution of daily racing programs and other simulcast information
  - Payment of commissions, purses, license fees and all other distributions from simulcast operations

Korby - March 2008

<u>Method Used</u>	<u>Service Provided</u>	
Actual	Announcer	
Actual	Travel expenses	
Actual	Fitness Vet/Blood Samples	
Actual	Jockey Cook	
Actual	Jumbo Screen	
Actual	Program Covers	
Actual	Program Office Trailer	
Actual	Program Phone	
Actual	TCO2 Testing	
Actual	TV Production/Simulcast-Pegasus	
Equal, Humboldt 1/2	Winners Foundation Contribution	
Handle	Federation Expenses	
Handle	Simulcast Conf @DMTC	
Race Days	Accounting/Audit	
Race Days	Clocker/Timer	
Race Days	Legal,Meeting Exp	
Race Days	Marketing	
Race Days	Network manager (Stacey Lapham)	
Race Days	NTRA Dues	
Race Days	Paymaster (Vicky Layne)	
Race Days	Program Production (phone,incompass shared)	
Race Days	Racing Office System (supp,phone,incompass shared)	
Race Days	Recruitment (receptions, etc-not relocation fees)	
Race Days	Simulcast Labor (Swartzlander) minus NCOT portion	
Race Days	Stall Applications	
Race Days	Supplies,Silks	
Race Days	Transportation (Rocky, silks)	
T/B Starters, Prior Year	Tattoo	

**California Authority of Racing Fairs  
Agency Income Statement  
December 2010 with 2011 Budget**

[illegible]

**California Authority of Racing Fairs  
Southern Region Income Statement  
December 31, 2010**

	<b>2008</b>	<b>2009</b>	<b>2009</b>	<b>2010</b>	<b>2010</b>	<b>2010</b>	<b>2010</b>	<b>2011</b>
	<b>Year End</b>	<b>Year End</b>	<b>YTD</b>	<b>YTD</b>	<b>Annual</b>	<b>Budget</b>	<b>% Budget</b>	<b>Proposed</b>
	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>		<b>Budget</b>
<b>Program Revenue:</b>								
Program Sales	397,688	343,634	343,634	224,682	350,000	(125,318)	64%	250,750
Other Revenue	0	0	0	0	0	0	0%	0
Royalties/Fees Due Host	(358,703)	(311,141)	(311,141)	(201,864)	(318,500)	116,636	63%	(229,500)
<b>Total Revenue</b>	<b>38,985</b>	<b>32,493</b>	<b>32,493</b>	<b>22,818</b>	<b>31,500</b>	<b>(8,682)</b>	<b>72%</b>	<b>21,250</b>
<b>Expenses:</b>								
Legal Expenses	0	0	0	0	0	0	0%	0
Meetings Expense	98	0	0	0	0	0	0%	0
Misc Exp.(Storage)	0	0	0	0	0	0	0%	0
Office Supplies	0	0	0	0	0	0	0%	0
Paper Expense	0	0	0	0	0	0	0%	0
Postage & Shipping	0	0	0	0	0	0	0%	0
Printing Supplies	0	0	0	0	0	0	0%	0
Rent & Utility Expenses	0	0	0	0	0	0	0%	0
Repairs & Maintenance	0	0	0	0	0	0	0%	0
Telephone Expense	0	0	0	0	0	0	0%	0
Travel Expense	0	0	0	0	0	0	0%	0
<b>Total Expenses</b>	<b>98</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>	<b>0</b>
Operating Income (Loss)	38,887	32,493	32,493	22,818	31,500	(8,682)	72%	21,250
CARF Admin Fee	29,295	25,351	25,351	16,913	26,250	9,337	64%	18,806
Rebate								
<b>Income (Loss)</b>	<b>9,592</b>	<b>7,142</b>	<b>7,142</b>	<b>5,905</b>	<b>5,250</b>	<b>(18,019)</b>	<b>112%</b>	<b>2,444</b>

**California Authority of Racing Fairs  
Project Management Income Statement  
December 31, 2010**

	<b>2008 Year End Actual</b>	<b>2009 Year End Actual</b>	<b>2009 YTD Actual</b>	<b>2010 YTD Actual</b>	<b>2010 Annual Budget</b>	<b>2010 Budget Variance</b>	<b>2010 % Budget</b>	<b>2011 Proposed Budget</b>
<b>Revenue:</b>								
CARF Admin Fee	175,639	66,063	66,063	58,429	195,000	(136,571)	30%	195,000
Project Management	67,608	79,199	79,199	76,456	77,191	(735)	99%	81,935
<b>Total Revenue</b>	<b>243,247</b>	<b>145,262</b>	<b>145,262</b>	<b>134,885</b>	<b>272,191</b>	<b>(137,306)</b>	<b>50%</b>	<b>276,935</b>
<b>Expenses:</b>								
Salaries Expense	49,043	58,723	58,723	56,798	56,341	(457)	101%	58,035
Employee Benefits	6,150	7,287	7,287	8,441	8,000	(441)	106%	9,000
Payroll Taxes	2,204	2,832	2,832	2,591	3,000	409	86%	3,000
Accounting Costs	6,500	6,500	6,500	5,125	8,000	2,875	64%	7,500
Audit Services	2,475	2,550	2,550	2,300	0	(2,300)	0%	2,550
Automobile Expense	0	0	0	0	0	0	0%	0
Contracted Services	0	0	0	0	0	0	0%	0
Telephone Expense	678	708	708	624	1,000	376	62%	1,000
Travel Expense	0	42	42	68	250	182	27%	250
Misc. Storage	558	558	558	509	600	91	85%	600
<b>Total Expenses</b>	<b>67,608</b>	<b>79,199</b>	<b>79,199</b>	<b>76,456</b>	<b>77,191</b>	<b>735</b>	<b>99%</b>	<b>81,935</b>
<b>CARF Admin Fee</b>	<b>175,639</b>	<b>66,063</b>	<b>66,063</b>	<b>58,429</b>	<b>195,000</b>	<b>136,571</b>	<b>30%</b>	<b>195,000</b>



**California Authority of Racing Fairs  
Live Racing Income Statement  
December 31, 2010**

	<b>2008 Year End Actual</b>	<b>2009 Year End Actual</b>	<b>2009 YTD Actual</b>	<b>2010 YTD Actual</b>	<b>2010 Annual Budget</b>	<b>2010 Budget Variance</b>	<b>2010 % Budget</b>	<b>2011 Proposed Budget</b>
<b>Revenues:</b>								
Change Fund Admin Fee	46,470	17,065	17,065	14,825	20,000	(5,175)	74%	15,000
Racing Fairs Admin Fee	80,538	74,561	74,561	70,743	94,723	(23,980)	75%	85,111
Supplemental Purses Admin Fee	22,000	22,000	22,000	22,000	22,000	0	100%	82,500
NCOTWINC Reimbursement	29,000	29,000	29,000	29,000	29,000	0	100%	29,000
Racing Fairs Reimbursement	1,074,554	1,059,854	1,059,854	951,794	1,262,971	(311,177)	75%	1,082,942
Advertising Revenue	5,010	4,100	4,100	4,550	4,000	550	114%	4,000
<b>Total</b>	<b>1,257,573</b>	<b>1,206,580</b>	<b>1,206,580</b>	<b>1,092,912</b>	<b>1,432,694</b>	<b>(339,782)</b>	<b>76%</b>	<b>1,298,553</b>
<b>Expenses:</b>								
Salaries	201,995	230,562	230,562	225,607	227,483	1,876	99%	251,517
Employee Benefits	40,160	44,792	44,792	46,505	46,000	(505)	101%	47,000
Payroll Taxes	10,824	11,877	11,877	11,375	13,500	2,125	84%	13,500
Accounting Costs	42,250	52,250	52,250	33,312	48,000	14,688	69%	48,750
Audit Services	16,088	16,575	16,575	23,698	16,088	(7,610)	147%	16,575
Automobile Expense	742	1,182	1,182	3,703	5,100	1,397	73%	5,100
Depreciation	0	0	0	0	0	0	0%	0
Dues & Subscriptions, NTRA	13,596	12,286	12,286	10,109	17,000	6,891	59%	1,000
Insurance Expense	0	0	0	0	0	0	0%	0
Legal Expenses	2,101	0	0	16,404	10,000	(6,404)	164%	10,000
Meetings Expense	1,803	1,111	1,111	3,369	5,000	1,632	67%	5,000
Misc. Exp (Harness,Storage,Bank fee)	0	58	58	474	0	(474)	0%	0
Telephone Expense	1,773	3,363	3,363	3,349	3,000	(349)	112%	3,000
Travel Expense	55,224	45,184	45,184	26,392	45,000	18,608	59%	35,000
<b>Sub-Totals</b>	<b>386,555</b>	<b>419,240</b>	<b>419,240</b>	<b>404,298</b>	<b>436,171</b>	<b>31,873</b>	<b>93%</b>	<b>436,442</b>
<b>Racing Support Services:</b>								
Announcer	26,000	26,596	26,596	23,904	36,800	12,896	65%	26,000
Condition Bk/Program Cover	27,509	22,491	22,491	15,245	30,500	15,255	50%	20,000
Courier Service (Pgm Distribution)	0	0	0	0	0	0	0%	0
Racing Operations Support	103,242	79,601	79,601	74,170	105,000	30,830	71%	90,000
TC02 Testing	60,010	54,880	54,880	7,425	72,000	64,575	10%	15,000
Marketing	3,225	1,783	1,783	3,821	20,000	16,179	19%	5,000
Network Management	3,105	3,321	3,321	1,294	6,000	4,706	22%	3,000
Paymaster	10,825	20,298	20,298	6,953	11,500	4,547	60%	11,500
Program Production	191,389	178,814	178,814	177,529	205,000	27,471	87%	205,000
Racing Office System	55,840	53,156	53,156	40,988	68,000	27,012	60%	55,000
Recruitment	17,970	22,721	22,721	29,534	15,000	(14,534)	197%	10,000
Jumbo Screen	137,700	125,000	125,000	126,250	181,000	54,750	70%	160,000
Supplies	15,478	19,158	19,158	14,454	20,000	5,546	72%	20,000
Tattooing	17,057	20,469	20,469	17,435	19,000	1,565	92%	19,000
Timing/Clocker	21,851	22,430	22,430	22,805	30,000	7,195	76%	0
Transportation	2,900	3,465	3,465	2,150	5,000	2,850	43%	5,000
TV Production/Simulcast	27,582	20,288	20,288	17,088	35,000	17,913	49%	35,000
<b>Sub-Totals</b>	<b>721,684</b>	<b>674,471</b>	<b>23,934</b>	<b>581,046</b>	<b>859,800</b>	<b>278,754</b>	<b>68%</b>	<b>679,500</b>
<b>Total Expenses</b>	<b>1,108,239</b>	<b>1,093,711</b>	<b>443,174</b>	<b>985,344</b>	<b>1,295,971</b>	<b>310,627</b>	<b>76%</b>	<b>1,115,942</b>
<b>CARF Admin Fee</b>	<b>149,334</b>	<b>112,869</b>	<b>763,406</b>	<b>107,568</b>	<b>136,723</b>	<b>29,155</b>	<b>79%</b>	<b>182,611</b>

## PROPOSED 2011 MEMBER DUES

### CARF MEMBER FAIRS TOTAL HANDLE

Location	Off-Track S/W Handle	On-Track Handle	Out-of-State Handle	Off Track Handle	ADW Handle	Total Handle	2009 handle % of Total	Actual 2008 Dues	Actual 2009 Dues	Actual 2010 Dues	Proposed 2011 Dues
Eureka	1,604,830					1,604,830	0.307%	3,367	3,367	0	0
Anderson	2,144,212					2,144,212	0.410%	3,367	3,367	3,367	3,367
Tulare	3,396,496					3,396,496	0.649%	3,367	3,367	3,367	3,367
Ferndale	173,374	765,661	1,247,109	1,212,630	1,430,099	4,828,873	0.922%	3,367	3,367	3,367	3,367
Santa Maria	5,323,397					5,323,397	1.017%	7,856	7,856	7,856	7,856
Santa Barbara	5,662,564					5,662,564	1.082%	7,856	7,856	0	0
Shalimar (Indio)	6,883,647					6,883,647	1.315%	7,856	7,856	7,856	7,856
Monterey	8,249,768					8,249,768	1.576%	7,856	7,856	7,856	7,856
Turlock	8,413,030					8,413,030	1.607%	7,856	7,856	7,856	7,856
Bakersfield	8,485,098					8,485,098	1.621%	7,856	7,856	7,856	7,856
Victorville	9,159,173					9,159,173	1.750%	7,856	7,856	7,856	7,856
Lake Perris	15,948,208					15,948,208	3.046%	16,834	16,834	16,834	16,834
Lancaster	16,085,180					16,085,180	3.072%	7,856	7,856	16,834	16,834
Ventura	28,074,342					28,074,342	5.363%	21,042	21,042	21,042	21,042
Vallejo	17,881,644	988,623	3,569,484	5,770,841	2,150,319	30,360,911	5.799%	21,042	21,042	21,042	21,042
San Bernardino	31,203,205					31,203,205	5.960%	21,042	21,042	21,042	21,042
Fresno	11,403,230	3,330,997	5,793,375	10,476,616	4,074,850	35,079,069	6.701%	16,834	16,834	21,042	21,042
Stockton	20,324,284	1,673,003	5,196,865	10,021,748	4,050,776	41,266,676	7.882%	21,042	21,042	21,042	21,042
Santa Rosa	12,209,007	3,761,855	8,326,193	12,539,588	5,027,465	41,864,109	7.997%	21,042	21,042	21,042	21,042
Sacramento	28,614,064	2,787,250	5,563,234	13,235,109	5,263,598	55,463,255	10.594%	25,252	25,252	25,252	25,252
Pleasanton	41,459,921	6,251,700	10,169,316	15,520,927	6,579,985	79,981,848	15.278%	25,252	25,252	25,252	25,252
San Mateo	84,048,612	0	0	0	0	84,048,612	16.054%	16,834	16,834	25,252	25,252
<b>Totals</b>	<b>366,747,284</b>	<b>19,559,090</b>	<b>39,865,577</b>	<b>68,777,459</b>	<b>28,577,091</b>	<b>523,526,501</b>	<b>100%</b>	<b>282,532</b>	<b>282,532</b>	<b>292,913</b>	<b>292,913</b>