

# AGENDA CALIFORNIA AUTHORITY OF RACING FAIRS LIVE RACING COMMITTEE MEETING JOHN ALKIRE, CHAIR 11:00 A.M., TUESDAY, MARCH 4, 2014

Notice is hereby given that a meeting of the California Authority of Racing Fairs' Live Racing Committee will commence at 11:00 a.m., Tuesday, March 4, 2014. The meeting will be held in Sacramento. 1776 Tribute Road Conference Room, Sacramento, CA 95815

### **AGENDA**

- I. Date, time and location of next meeting:
- II. Public Comment.
- III. Approval of minutes.
- IV. Report, discussion and action, if any, on CARF 2014 Legislative Program.
- V. Presentation by Representative of HRTV.
- VI. Report, discussion and action, if any, on Memorandum of Understanding for moneys owed CARF by member fairs.
- VII. Report, discussion and action, if any, on CARF Consolidated Purse Account.
- VIII. Discussion and action, if any, on specific racing days per week at fairs in 2014.
  - IX. Discussion and action, if any, on planning for 2014 fair racing circuit.
  - X. Discussion and action, if any, on CHRB racing license application.
  - XI. Report, discussion and action, if any, on racing days for 2014, 2015 and beyond.
- XII. Executive Director's Report



# NOTICE CALIFORNIA AUTHORITY OF RACING FAIRS LIVE RACING COMMITTEE MEETING JOHN ALKIRE, CHAIR 11:00 A.M., TUESDAY, MARCH 4, 2014

## No Conference Call. Live Racing Meeting only at this location

Notice is hereby given that a meeting of the California Authority of Racing Fairs' Live Racing Committee will commence at 11:00 a.m., Tuesday, March 4, 2014. The meeting will be held at the CARF Conference Room located at 1776 Tribute Road, Sacramento, California 95815.

### CALIFORNIA AUTHORITY OF RACING FAIRS

### Live Racing Committee Tuesday, February 4, 2014

### **MINUTES**

A meeting of the California Authority of Racing Fairs (CARF) Live Racing Committee was held at 11:00 A.M., Tuesday, February 4, 2014. The meeting was hosted at the CARF offices, 1776 Tribute Road, Sacramento, California.

CARF Live Racing Committee members attending: Richard Conway and Brian May. Joining by conference call: John Alkire, Jerome Hoban and Mike Paluszak.

Staff and Guests attending: Christopher Korby, Larry Swartzlander, Tom Doutrich, Heather Haviland, Amelia White, Raechelle Gibbons, Louie Brown, Dan Jacobs, Chris Carpenter and Allen Aldrich. Joining by conference call: Jim Morgan, Cindy Olsen, Jeff Farley, Caroline Titus, Tawny Tesconi and Richard Lewis.

**Agenda Item 1 – Date, Time and Location of Next Meeting.** The next CARF Live Racing Committee meeting will be held Tuesday, March 4, 2014 in Sacramento.

**Agenda Item 2 – Public Comment.** Allen Aldrich, racehorse owner, requested the protocol for sharing ideas and providing comment on the scheduled agenda items. Mr. Korby welcomed Mr. Aldrich's participation, noting that we ask participants to keep their comments pertinent to noticed agenda items.

**Agenda Item 3 – Approval of Minutes.** Mr. May moved to approve the meeting minutes as presented. Mr. Conway seconded, unanimously approved.

Agenda Item 4 – Report, Discussion and Action, if any, on Legislative Program for 2014 and Beyond. Mr. Brown reported that we are currently in the bill introduction phase of the legislative cycle and activity is minimal. CARF staff is working to have at least two spot bills introduced so that the agency has a vehicle working through the process as we develop our legislative program. Legislative staff is currently talking to prospective authors.

SB 777 (Hernandez) will be a bill to extend and/or reinstate the additional takeout provided for worker's compensation. The sections of the law providing the takeout were scheduled to sunset at the end of last year and legislative staff is in the process of working with the entire industry to

reinstate those sections. At this point, SB 777 faces no opposition. The bill, as it is currently written, will be revised and introduced as an urgency bill to reinstate or extend the law by March 1, 2014.

AB 1301 (Hall) will also be revised and introduced as an urgency bill. The revised bill will put language into statute to allow a non-profit association to run at a Fair in the Northern zone. This bill will allow Oak Tree Racing Association to operate at a Northern Fair. It is expected that this bill will move through the process quickly as both committees and the racing industry are supportive. If everything goes according to plan, AB 1301 will be signed an in law by March 1, 2014.

Agenda Item 5 – Report, Discussion and Action, if any, on Horsemen VIP Credentials Program. Mr. Korby reported that CARF staff intends to continue the Horsemen VIP Credentials Program in 2014. The program has proven very successful and has become a cornerstone of our recruitment program as a way of extending both a welcome and thank you to horsemen. The parking pass simplifies many of the logistical challenges horsemen face moving Fair to Fair.

Mr. Korby stated that staff will work individually with each Fair representative to ensure that each facility is represented in the manner that works best for their operation. CARF staff encourages Fairs to implement a shuttle services from the VIP parking to the fairgrounds, specifically for elderly owners.

Mr. Korby asked if any Fair was opposed to participating in the program in 2014. No opposition was voiced.

Allen Aldrich stated that he feels the VIP Credentials Program is a great incentive and he encourages its continuation. In fact, he would like to see the program expanded to do more for the horses and grooms that ship to run at Fairs. Those grooms leave their homes early in the morning, wait at the track all day and arrive home late at night. Soda, water and food would go a long way in making them more comfortable.

Mr. Alkire thanked Mr. Aldrich for his comment and stated that opening any new avenue of customer service is ultimately beneficial for all parties.

**Agenda Item 6 – Report, Discussion and Action, if any, on Planning for Recruitment in 2014.** Mr. Swartzlander stated that the 2013 CARF Recruitment Program was both successful and cost effective. Instead of out-of-state trips and receptions, a direct mail campaign with a gas card voucher was implemented. In addition, trainers were offered bonuses for hitting milestones of 5 starts and 10 starts at specific Fairs, resulting in more entries and fuller fields. Mr. Alkire stated that the recruitment program works as Fresno field size jumped from 6.92 to 8.19.

Mr. Conway stated that it is imperative for Humboldt County Fair to step up recruitment efforts and offer incentives on-par with the other Fairs. Mr. Morgan discussed the negative impact overlap has on Ferndale and requested recruitment incentive equality from CARF.

Allen Aldrich shared samples of advertising collateral and media outlets that other associations use to communicate with horsemen and recruit horses.

**Agenda Item 7 – Report and Discussion on CHRB Racing License Application.** Mr. Swartzlander reported that the meeting packets include a copy of the 2014 CHRB license application which is similar in format to the 2013 application. The CHRB published schedule of application deadlines is also included in the meeting packet. If a need arises that would necessitate requesting a deadline extension, CARF will do so.

**Agenda Item 8 – Report and Discussion on Summer Racing Schedule in 2014.** Mr. Korby stated that staff will be working with each Fair to determine the exact racing schedule and dark days for each meet, allowing for flexibility within the local market and accommodating the openings and closings of Southern meets.

Agenda Item 9 – Report, Discussion and Action, if any, on Racing Dates for 2014, 2015 and Beyond. Mr. Korby stated that the 2014 racing schedule has been set by the CHRB. The prominent unresolved area in regards to dates allocation is in mid-summer 2015. The CHRB Northern California Dates Committee, consisting of Commissioners Beneto and Choper, have put forward a recommendation for three weeks of racing at Cal Expo which would necessitate moving Santa Rosa an additional week and would affect Humboldt County Fair. As part of a 2014 dates resolution, the full CHRB Board did take action to approve the concept of three weeks of racing at Cal Expo in 2015, but left the calendar dates unspecified.

Mr. Morgan asked if CARF would support the CHRB proposed "New Option B" calendar included in the meeting packet. Mr. Korby responded that CARF support would be contingent on several preceding steps before the option could be considered.

Agenda Item 10 – Report and Discussion on Horsemen's Contracts and Planning for 2014 Purse Agreements. Mr. Korby reported that staff is in discussions with Oak Tree Racing Association as a participating association in our racing circuit. Oak Tree may race at the Alameda County Fair during their three weeks of racing. That scenario will be built into our purse structure and in negotiations with horsemen's groups.

Mr. Swartlzander reported that the goal for 2014 is to have a zero balance purse account at the end of the summer. The plan is to hold the bottom level purses steady and tweak the stakes schedule. Mr. Doutrich updated that group regarding racing in Idaho, Washington and Southern California.

Agenda Item 11 – Executive Director's Report. Mr. Korby reported that Chris Borovansky put forth a comprehensive plan for a Fair event, or "Fall Festival," during the San Joaquin County Fair race meet in September. Mr. May reported that with the help of Mr. Korby and Mr. Borovansky it looks hopeful that the Fair will host an event that will satisfy the concerns of the CHRB and reconfirm Stockton's commitment to horse racing. Mr. Borovansky stated that with the demise of Fair funding, the Central Valley Fairs are looking to stay relevant and collectively hold each other up by finding regional solutions to these tough times. Mr. Korby and Mr. Alkire thanked Mr. Borovansky for his willingness to help Stockton and innovative approach to rethinking the traditional Fair business model.

Mr. May reported that the San Joaquin County Fair has hired Kelly Olds as their Fair Manager.

Mr. Korby reported that the CHRB has filled the office of Executive Director. They have hired Rick Baedeker, former executive at Hollywood Park with a recent background in mini-satellite development.

Respectfully submitted, Heather Haviland

### CA Authority of Racing Fairs Legislative Report - Last 10 Days 2/21/2014

AB 1303 (Hall D) Horse racing: northern zone: fairs: satellite wagering.

Current Text: Amended: 2/13/2014 pdf html

**Introduced:** 2/22/2013 **Last Amend:** 2/13/2014

Status: 2/14/2014-Read second time. Ordered to third reading. Re-referred to Com. on RLS. pursuant

to Senate Rule 29.10.

Location: 2/14/2014-S. THIRD READING

Desk Policy Fiscal Floor	Desk Policy Fiscal FI	loor Conf.	Enrolled	Votood	Chaptered
1st House	2nd House	Conc.	Enrolled	Vetoed	Chaptered

**Summary:** Existing law, the Horse Racing Law, notwithstanding any other law, authorizes fairs that conduct live horse racing meetings in the northern zone to allow a joint powers authority to administer and distribute purses and authorizes the California Horse Racing Board to annually allocate a maximum of 28 racing days to any county fair in the northern zone which did not conduct horse racing prior to January 1, 1985. This bill would authorize the board, notwithstanding any other law, to allocate racing days to a fair in the northern zone to be conducted by the fair or, at the request of the fair, to authorize the board to license a racing association that was licensed by the board to conduct racing meetings in California prior to 2010 to conduct live horse racing at the fair during the dates allocated to the fair by the board. The bill would require the live horse racing days, whether they are conducted by the fair or the racing association contracting with the fair, to be subject to the same provisions of law as are presently applicable to a fair race meeting in the northern zone. This bill contains other related provisions and other existing laws.

**Organization Position** CARF Watch

AB 1695 (Waldron R) Horse racing.

Current Text: Introduced: 2/13/2014 pdf html

**Introduced:** 2/13/2014

Status: 2/14/2014-From printer. May be heard in committee March 16.

Location: 2/13/2014-A. PRINT

Desk Policy Fiscal Floor	Desk Policy Fiscal Floor	Conf.	Enrolled	Votood	Chantered
1st House	2nd House	Conc.	Enroned	vetoeu	Chaptered

**Summary:** Existing law vests in the California Horse Racing Board jurisdiction and supervision over meetings in this state where horse races with wagering on their results are held or conducted, and over all persons or things having to do with the operation of those meetings. This bill would make nonsubstantive changes to that provision.

**Organization Position**CARF Watch

AB 2066 (Hall D) Tribal gaming: local agencies.

Current Text: Introduced: 2/20/2014 pdf html

**Introduced:** 2/20/2014

**Status:** 2/20/2014-Read first time. To print.

**Location:** 2/20/2014-A. PRINT

Desk Policy Fiscal Floor	Desk Policy Fiscal Floo	Conf.	Enrolled	Votood	Chaptered
1st House	2nd House	Conc.	Enroned	vetoeu	Chaptered

**Summary:** Existing law creates in the State Treasury the Indian Gaming Special Distribution Fund for the receipt and deposit of moneys received by the state from certain Indian tribes pursuant to the terms of gaming compacts entered into with the state. Existing law authorizes moneys in that fund to be used for specified purposes, including for grants for the support of state and local government agencies impacted by tribal government gaming. Existing law, until January 1, 2021, creates a County Tribal Casino Account in the treasury of each county that contains a tribal casino, which is funded according to specified formulas. Existing law requires the Controller to divide the County Tribal Casino Account for each county that has gaming devices that are subject to an obligation to make contributions to the Indian Gaming Special Distribution Fund into a separate account, known as an Individual Tribal Casino Account, for each tribe that operates a casino within the county. Each Individual Tribal Casino Account is required to be funded in proportion to the amount that each individual tribe paid in the prior fiscal year to the Indian Gaming Special Distribution Fund, and used for grants to local agencies impacted by tribal casinos, as specified. Existing law establishes an Indian Gaming Local Community Benefit Committee in each county in which gaming is conducted, specifies the

composition and responsibilities of that committee, and requires that committee to make the selection of grants from the casino accounts. Among other things, the committee is responsible for establishing all application policies and procedures for grants from the casino accounts. This bill would delete the obsolete provisions relating to allocations made in those specified fiscal years. This bill contains other existing laws.

**Organization Position** CARF Watch

#### AB 2113 (Donnelly R) Horse racing: samples.

Current Text: Introduced: 2/20/2014 pdf html

Introduced: 2/20/2014

Status: 2/20/2014-Read first time. To print.

Location: 2/20/2014-A. PRINT

Desk Policy Fiscal Floor	Desk Policy Fiscal Floor	Conf.	Enrolled	Votood	Chantered
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**Summary:** Existing law, the Horse Racing Law, generally regulates horse racing and vests the administration and enforcement of its provisions in the California Horse Racing Board. Existing law requires a blood or urine test sample that is required by the board to be taken from a horse to be divided or taken in duplicate if there is sufficient sample, and requires the board to adopt regulations to ensure the security of obtaining and testing of all samples. This bill would make technical, nonsubstantive changes to those provisions.

**Organization Position** CARF Watch

### AB 2170 (Mullin D) Joint powers authorities: common powers.

Current Text: Introduced: 2/20/2014 pdf html

Introduced: 2/20/2014

**Status:** 2/20/2014-Read first time. To print.

Location: 2/20/2014-A. PRINT

Desk Policy Fiscal Floor	Desk Policy Fiscal Floor	Conf.	Enrolled	Votood	Chantarad
1st House	2nd House	Conc.	Enroned	vetoeu	Chaptered

**Summary:** Existing law provides that 2 or more public agencies, by agreement, may form a joint powers authority to exercise any power common to the contracting parties, as specified. This bill would provide that the parties to the agreement may exercise any power common to the contracting parties, including, but not limited to, the authority to levy a fee or tax, as specified.

**Organization Position** CARF Watch

### **HR 31** (Hall D) Relative to Problem Gambling Awareness Week.

Current Text: Introduced: 2/12/2014 pdf html

Introduced: 2/12/2014

Status: 2/20/2014-Referred to Com. on RLS.

Location: 2/20/2014-A. RLS.

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**Summary:** The Assembly recognizes the week of March 2, 2014, to March 8, 2014, inclusive, as Problem Gambling Awareness Week, and the agencies and organizations described above be commended for their concerted effort to raise public awareness of problem gambling.

**Organization Position** CARF Watch

### **SB 777** (Hernandez D) Horse racing: workers' compensation.

Current Text: Amended: 2/4/2014 pdf html

**Introduced:** 2/22/2013 **Last Amend:** 2/4/2014

Status: 2/14/2014-From committee: Be re-referred to Coms. on G.O. and INS. (Ayes 10. Noes 0.)

(February 14). Re-referred to Com. on G.O.

**Location:** 2/14/2014-A. G.O.

Desk Policy Fiscal Floor	Desk <b>Policy</b> Fiscal Floor	Conf. Enrolled	Votood	Chaptered
1st House	2nd House	Conc.	vetoeu	Chaptered

Calendar: 2/24/2014 Upon adjournment of Session - State Capitol, Room 4202

### ASSEMBLY GOVERNMENTAL ORGANIZATION, HALL, Chair

**Summary:** Until January 1, 2014, the provisions of the Horse Racing Law required a thoroughbred racing association and fair that conducts a racing meeting to deduct a percentage of the total amount handled in exotic parimutuel pools of thoroughbred racing, to be distributed to a specified organization for the purpose of defraying costs of workers' compensation insurance in connection with thoroughbred horse racing. Until January 1, 2014, provisions of the Horse Racing Law authorized similar deductions from the total amount handled for races for quarter horses and other breeds, and for harness races, to be distributed to specified organizations for defraying workers' compensation for trainers and owners in connection with those races. This bill would reestablish those provisions requiring the deduction specified above to be made by a thoroughbred racing association, and would reestablish those provisions authorizing the deductions to be made for races for quarter horses and other breeds, and for harness races. Because a violation of the Horse Racing Law is generally a misdemeanor, the bill would create new crimes, thereby imposing a state-mandated local program. This bill contains other related provisions and other existing laws.

**Organization Position** CARF Support

#### **SB 960** (Berryhill R) Gambling.

Current Text: Introduced: 2/6/2014 pdf html

**Introduced:** 2/6/2014

Status: 2/20/2014-Referred to Com. on RLS.

Location: 2/20/2014-S. RLS.

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1st House	2nd House	Conc.	Enionea	vetoed	Chaptered

**Summary:** The Gambling Control Act provides for the licensure and regulation of various legalized gambling activities and establishments by the California Gambling Control Commission and the investigation and enforcement of those activities and establishments by the Department of Justice. Existing law makes related findings and declarations. This bill would make technical, nonsubstantive changes to these provisions.

**Organization Position** CARF Watch

#### **SB 961** (Berryhill R) California Horse Racing Board.

Current Text: Introduced: 2/6/2014 pdf html

**Introduced:** 2/6/2014

Status: 2/20/2014-Referred to Com. on RLS.

Location: 2/20/2014-S. RLS.

Desk <b>Policy</b> Fiscal Floor	Desk Policy Fiscal Floor	Conf.	Enrolled	Votood	Chaptered
1st House	2nd House	Conc.	Enroned	vetoeu	Chaptered

**Summary:** Existing law, the Horse Racing Law, provides that jurisdiction and supervision over meetings in this state where horse races with wagering on their results are held or conducted, and over all persons or things having to do with the operation of those meetings, is vested in the California Horse Racing Board. Existing law provides that no board member is disqualified from receiving a share of any purse awarded him or her as the result of any horse race as an owner of a horse or as a breeder of a California-bred horse. This bill would make nonsubstantive changes to these provisions.

**Organization Position** CARF Watch

### SB 1003 (Evans D) Horse racing: out-of-state thoroughbred races.

Current Text: Introduced: 2/13/2014 pdf html

Introduced: 2/13/2014

Status: 2/14/2014-From printer. May be acted upon on or after March 16.

**Location:** 2/13/2014-S. PRINT



**Summary:** Existing law authorizes a thoroughbred racing association or fair to distribute the audiovisual signal and accept wagers on the results of out-of-state thoroughbred races conducted in the United States during the calendar period the association or fair is conducting a race meeting, including days on which there is no live racing being conducted by the association or fair, without the consent of the organization that represents horsemen and horsewomen participating in the race meeting and without regard to the amount of purses. Under existing law, the total number of thoroughbred races imported by associations or fairs on a statewide basis under these provisions

shall not exceed 50 per day on days when live thoroughbred or fair racing is being conducted in the state, with the exception of specified races. This bill would instead provide that the total number of thoroughbred races imported by associations or fairs on a statewide basis under these provisions shall not exceed 55 per day on days when live thoroughbred or fair racing is being conducted in the state, with the exception of specified races.

**Organization Position** CARF Sponsor

Total Measures: 10 Total Tracking Forms: 10

## CALIFORNIA AUTHORITY OF RACING FAIRS HRTV 2014 Race Promotion Package







Presented: March 4, 2014

## Overview

The CARF 2014 HRTV Race Promotion Package is designed to **Elevate Awareness**, **Drive Attendance**, and **Increase Handle** for the following races:

Fair Site	Race Name	Date
Alameda County Fair	Oak Tree Sprint	Saturday, June 21
Alameda County Fair	Oak Tree Handicap	Saturday, June 28
Alameda County Fair	Juan Gonzalez Memorial Stakes	Saturday, July 5
Alameda County Fair	Everett Nevin Alameda County Stakes	Sunday, July 6
California State Fair	Governor's Handicap	Saturday, July 19
Humboldt County Fair	C.J. Hindley Humboldt County Marathon	Sunday, August 24
The Big Fresno Fair	The Harvest Stakes	Saturday, October 4
The Big Fresno Fair	The Golden State Series	Saturday, October 11
The Big Fresno Fair	The Bull Dog Handicap	Sunday, October 12

## **2014 Package Elements**

### **On-Air**

- Television Coverage
- **CARF News Update.** Segment in HRTV's Race Day America program
- CARF: HRTV's Pick of the Weekend segment inside HRTV premiere handicapping show, Against The Odds
- Special coverage in HRTV live racing and handicapping programs
- (15):30 Tune-in Announcements to air the week prior to race day. Both back-to-back weekend races will be promoted in one tune-in announcement (120 total)
- (7) Interview segments inside HRTV racing shows like, Race Day America

### Online/Other

- Customized landing page
- HRTV.com homepage slide banner and small banners on inside pages promoting race coverage
- Custom-designed web banners for CARF and Fair websites for free visitor access to landing page
- Mention in HRTV E-Newsletter Distribution: Approx. 70K
- Mention in Xpressbet E-Newsletter Distribution: Approx. 70K
- Optional: HRTV host appearance at Fair site.
   Subject to availability and covered expenses by CARF

### **CARF News Update**

- HRTV will create a CARF-branded segment dedicated to news and updates from the California Racing Fairs circuit, i.e. special appearances, recaps and previews of races
- The segment, complete with graphic open and identification, will be featured inside HRTV's morning racing show, Race Day America and other racing shows (to be determined)
  - <u>Time</u> will be determined by the nature of the content, estimated at 2-3 minutes. HRTV will be open to CARF creative suggestions
  - <u>Frequency</u> will be determined by the amount of content, estimated at every other week
  - <u>Duration</u>: CARF Racing Season

### CARF - HRTV's Pick of the Weekend

- 1-2 minute handicapping segment inside HRTV's premiere handicapping show,
   Against The Odds where HRTV talent will offer their picks on the identified races
- Segment will receive a CARF-branded graphic open and audio mention
- HRTV's Pick of the Weekend will be made available to the Fair site prior to the race weekend. HRTV will give the Fair site permission to use the segment on their simulcast network and Jumbotron



## **Special Coverage**

### **Description**

HRTV will provide special coverage inside racing and handicapping live shows where the featured race will be reviewed

### **Video Sample**



### **Tune-in Announcement**

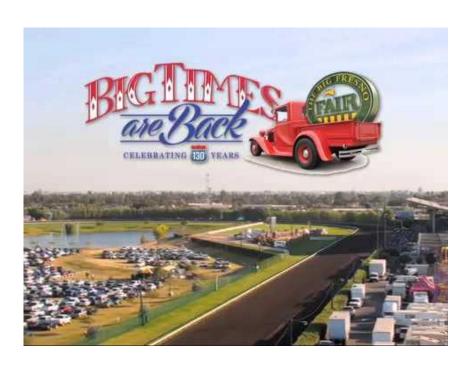
### **Description**

HRTV will produce a :30 sec. Tune-in Announcement promoting coverage of **California Racing Fairs**. Each tune-in announcement will be tagged with coverage promotion of the specific race. Announcement to be tagged with CARF and Fair website URLs

(15) :30 sec. Tune-in announcements will air during live horse racing coverage beginning the week prior to race day

A total of **(120)** Tune-in Announcements are included in the package

### Video Sample



### **Interviews**

### **DESCRIPTION**

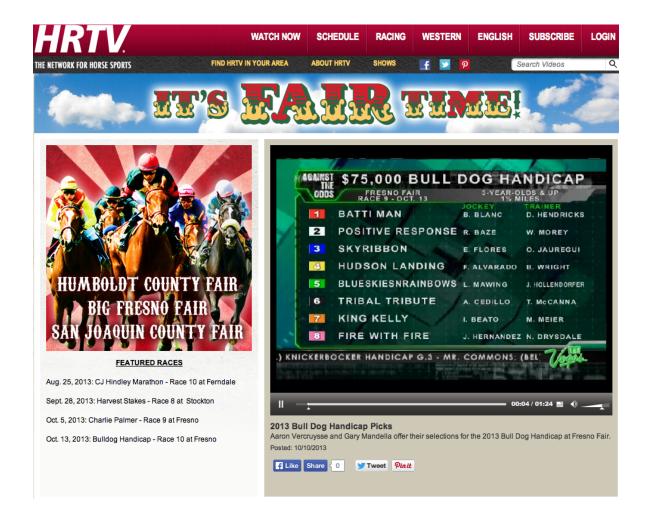
In the weeks leading up to the race day HRTV will provide (7) interviews during racing programs, like, *Race Day America* 

Interviews can be used to help drive attendance, handle and for other special announcements

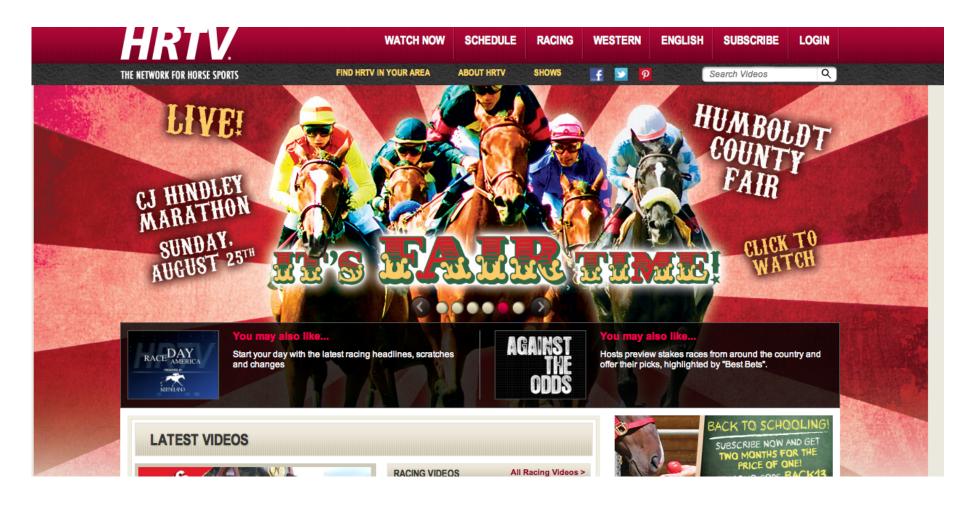
### Video Sample



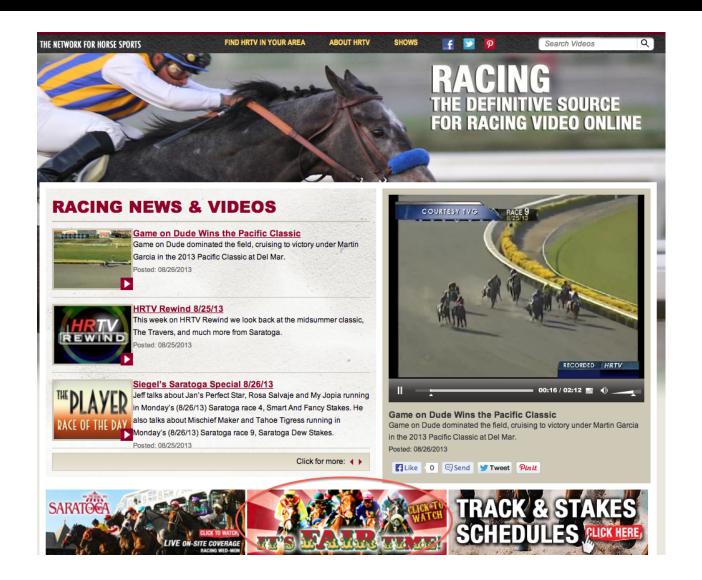
## Customized Landing Page <a href="https://hrtv.com/racing/2013-California-Racing-Fairs/">https://hrtv.com/racing/2013-California-Racing-Fairs/</a>



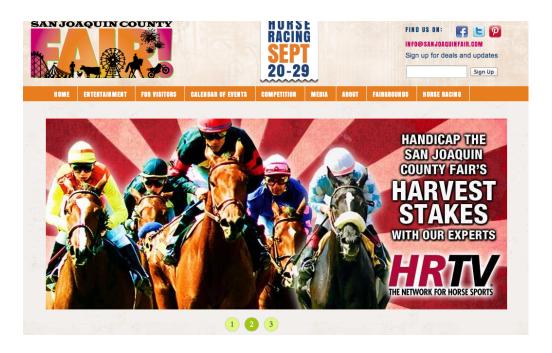
### Web Banner on HRTV.com



## HRTV.com Inside Banners Directing Visitors to Landing Page



## **Samples of Fair Website Banners Directing Visitors to Landing Page**



Enjoy Live Racing Excitement October 2 - 14! Live Horse Racing Post Times:

Monday - Friday 1:15 pm Saturday & Sunday 12:15 pm

\*Wednesday, October 2, Monday, October 7 - Wednesday, October 9 are Dark Days (No Racing). Dates subject to change.



### **HRTV E-Newsletter**

E-Newsletter used to promote special live racing coverage on HRTV Distribution: Approx. 70K





## JOIN HRTV THIS SATURDAY, NOVEMBER 23RD FOR DELTA DOWNS JACKPOT DAY!

Tune in for live coverage including 8 stakes and more than \$2.2 Million in purse money - highlighted by the \$1,000,000 Delta Downs Jackpot.

Wager on Delta Downs Jackpot Day's Guaranteed \$200,000 All Stakes Pick 4. Races 4-7.

Click <u>HERE</u> for Special <u>HRTV.com</u> analysis and coverage!

### **XpressBet E-Newsletter**

Xpressbet E-Blast used to alert members of HRTV live racing coverage Distribution: Approx. 70K



Newsletter

#### Columns

- · On Track by Johnny D
- · It's Post Time by Jon White

#### **Handicapping Help**

- Carulli's Horses-to-Watch
- Free Daily Picks



SMARTER THAN LUCK!

#### Thursday, November 21, 2013

#### Take Advantage of Player Rewards!

Xpressbet now is rewarding players for their wagering! Take advantage of this new program by collecting points for something you already do: playing the races. Points can be used to buy things like wagering credits, past performances and unique racing experiences. What makes XB Rewards different from other loyalty programs is that whether you bet a lot of money on the races or you bet more often, you will have the ability to achieve higher rewards levels. You don't have to do a thing to register for XB Rewards. All account holders automatically are enrolled in the program and start earning points immediately at the rate of two points per-dollar wagered. Get details and more information on XB Rewards and earn points every time you play!

### Xpressbet Race of the Week

Saturday's \$1 million Delta Jackpot puts 2-year-olds in one of the season's final juvenile spotlights. Big-time trainers who've won this race before--Doug O'Neill, Ken McPeek and Mark Casse--are back with bids to repeat history. <a href="https://example.com">HorsePlayerNOW.com</a> analyst Jeremy Plonk leans toward another historical Jackpot marker in the latest <a href="https://example.com">Xpressbet Race of the Week</a>.

### HRTV Has Delta's \$200k All-Stakes Pick 4

If there's anything better than hitting a \$200,000 guaranteed pick 4 pot via Xpressbet, it's got to be hitting a guaranteed \$200,000 pick 4 pot via Xpressbet while watching the races on HRTV. Xpressbet's online video presentation is outstanding, but there's nothing like watching and winning on the big screen. HRTV will cover Delta Downs Jackpot Day Saturday when the track offers a \$200,000 guaranteed all-stakes pick four (races 4-7). Place your wagers with Xpressbet and catch the action on HRTV!

## **Pricing**

### 9-Race Package Price:

**\$50K Net** 

For HRTV On-site talent - CARF to cover expenses relating to travel

For more information, contact:

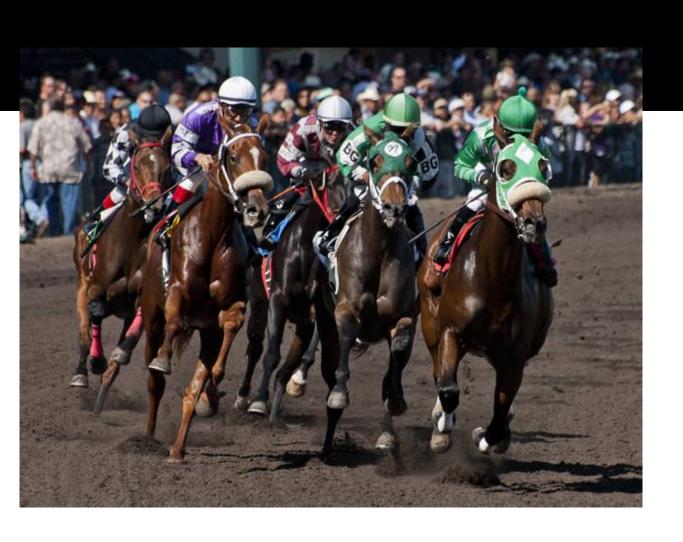
Sara Tasnady Director, Sponsorship 516-414-4056





## CALIFORNIA AUTHORITY RACING FAIRS

### HRTV RACE PROMOTION PROGRAM SUMMARY





### **Overview**

The HRTV Race Promotion Package was designed to elevate awareness, drive attendance, and increase handle for four big race days at The Northern California Racing Fairs. The package included: television coverage, online elements, and special programming for the following races:

CJ Hindley Marathon	Humboldt County Fair	August 25
Harvest Stakes	San Joaquin County Fair	September 28
Charlie Palmer	Big Fresno Fair	October 5
Bulldog Handicap	Big Fresno Fair	October 13







## Package Summary

- Television coverage
- Special coverage in HRTV live racing and handicapping programs
- (76) :30 tune-in announcements
- **(4)** Interview segments
- Special Russell Baze Interview & Teaser
- Customized Landing Page
- Web Banner on HRTV.com promoting Northern California Racing Fairs
- Banners designed for calfairs.com and Fair website(s) that provided visitors with free landing page access

## **CJ Hindley Marathon**

Humboldt County Fair, Ferndale August 25, 2013



## Tune-in Announcement CJ Hindley Marathon

:30 sec. tune-in announcement promoting coverage of CJ Hindley Marathon at the Humboldt County Fair. The announcement was designed to drive viewers to calfairs.com or humboldtcountyfair.org for more information

**(20) tune-in announcements** aired during horse racing coverage from *August 21-25* 



## Special Coverage & Interview CJ Hindley Marathon

HRTV provided special coverage of the CJ Hindley Marathon inside racing and handicapping shows, and an interview in *Race Day America*, HRTV's morning racing program





**Against The Odds** 

Race Day America

## RUSSELL BAZE :15 APPEARANCE TEASER

HRTV promoted Russell Baze's appearance at the Humboldt County Fair via :15 teaser spots that aired August 9 through August 14



## **RUSSELL BAZE INTERVIEW**

In support of **Russell Baze Day** on *Thursday, August 14* at the Humboldt County Fair, HRTV provided an 8-minute phone-in interview with Russell Baze on **Race Day America** 



## **The Harvest Stakes**

**September 28, 2013** 





## Tune-in Announcement The Harvest Stakes

:30 sec. tune-in announcement promoting coverage of The Harvest Stakes at the San Joaquin Fair. The announcement was designed to drive viewers to **calfairs.com** or **sanjoaquinfair.com** for more information

**(20) tune-in announcements** aired during horse racing coverage from *September 25-28* 



## **Special Coverage & Interview**

**The Harvest Stakes** 

HRTV provided special coverage of The Harvest Stakes inside racing and handicapping shows, and an interview in *Race Day America*, HRTV's morning racing program







**Race Day America** 

### Charlie Palmer

October 5, 2013





## Tune-in Announcement Charlie Palmer

:30 sec. tune-in announcement promoting coverage of The Charlie Palmer at the Big Fresno Fair. The announcement was designed to drive viewers to **calfairs.com** or **bigfresno.com** for more information

**(16) tune-in announcements** aired during horse racing coverage from *October 2-5* 



## Special Coverage & Interview Charlie Palmer

HRTV provided special coverage of the Charlie Palmer inside racing and handicapping shows, and an interview in *Race Day America*, HRTV's morning racing program







Race Day America

## Bonus Coverage Charlie Palmer

HRTV provided special bonus coverage of the Charlie Palmer in *HRTV Rewind* on October 6



## The Bulldog Handicap

Big Fresno Fair, Fresno October 13, 2013

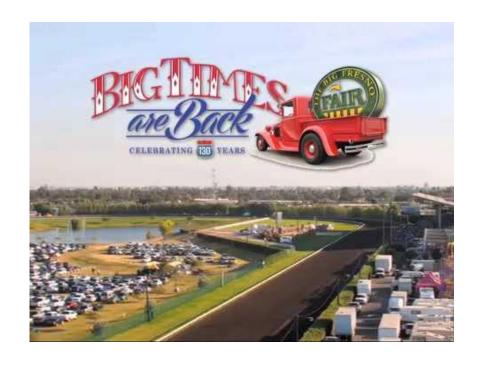




# Tune-in Announcement The Bulldog Handicap

:30 sec. tune-in announcement promoting coverage of The Bulldog Handicap at the Big Fresno Fair. The announcement was designed to drive viewers to **calfairs.com** or **bigfresno.com** for more information

**(20) tune-in announcements** aired during horse racing coverage from *October 9-13* 

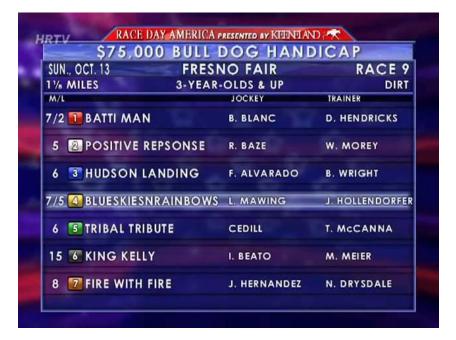


### **Special Coverage**

### The Bulldog Handicap

HRTV provided special coverage of The Bulldog Handicap inside racing and handicapping shows



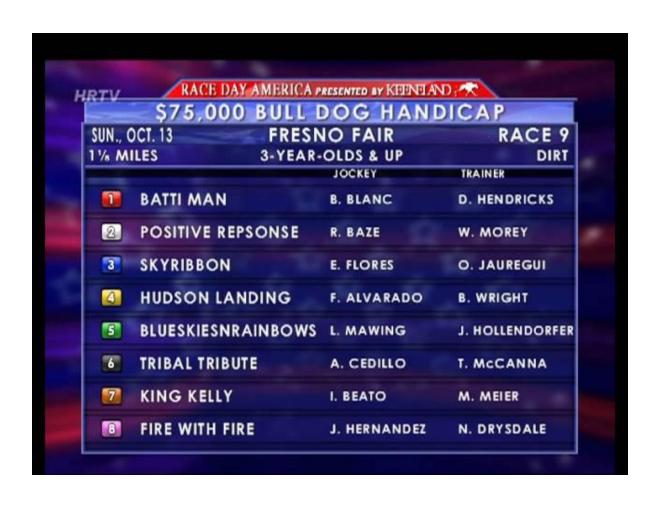


At The Half

**Race Day America** 

### Race Day America Interview

The Bulldog Handicap

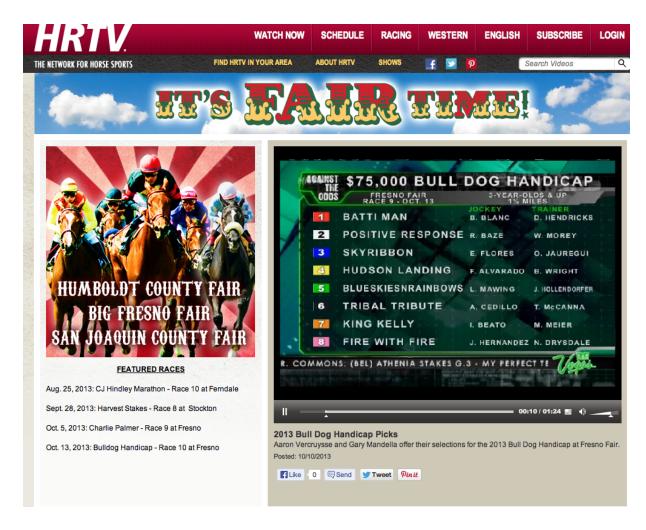


### **Customized Landing Page**

www.HRTV.com/racing/2013-California-Racing-Fairs/

HRTV created a special customized landing page that was populated with Northern California Racing Fair video content that aired on HRTV.

The landing page was made available, at no cost, via banners on HRTV.com, CARF and individual Fair websites.



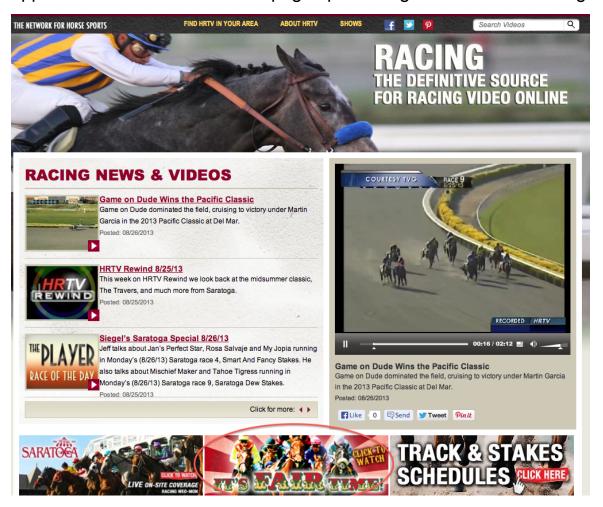
## HRTV.com Homepage Banner Directing Visitors to Landing Page

The banner was updated with current race coverage information. The sample below shows promotion for the Charlie Palmer on October 5

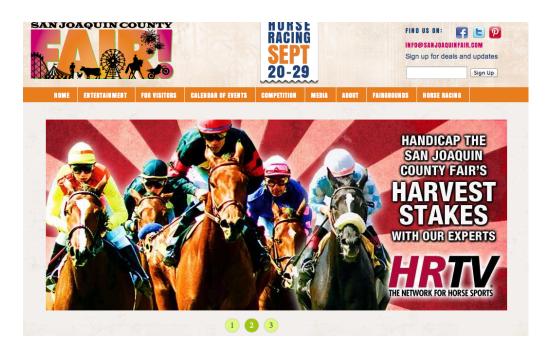


## HRTV.com Inside Banners Directing Visitors to Landing Page

Small banners appeared on HRTV.com inside pages promoting current race coverage information



## **Samples of Fair Website Banners Directing Visitors to Landing Page**



Enjoy Live Racing Excitement October 2 - 14! Live Horse Racing Post Times:

 Monday - Friday
 1:15 pm

 Saturday & Sunday
 12:15 pm

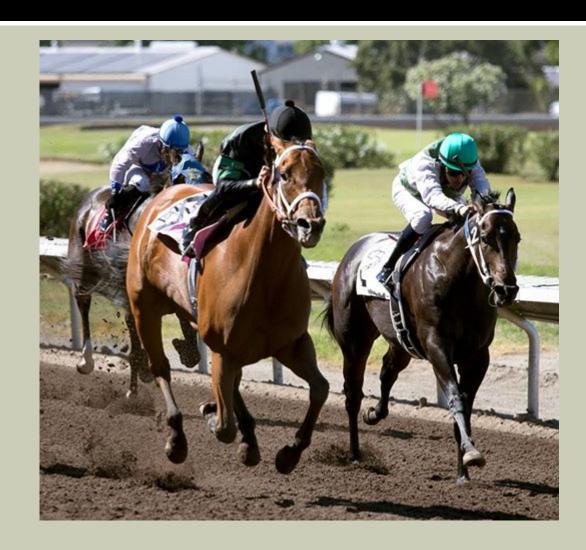
\*Wednesday, October 2, Monday, October 7 - Wednesday, October 9 are Dark Days (No Racing). Dates subject to change.



For more information, contact:

Sara Tasnady Director, Sponsorship HRTV 516-414-4056





March 1, 2014

DRAFT

MEMORANDUM OF UNDERSTANDING (MOU) BETWEEN THE HUMBOLDT COUNTY FAIR (HCF) AND THE CALIFORNIA AUTHORITY OF RACING FAIRS (CARF)

WHEREAS, by way of the Amended and Restated Joint Exercise of Powers Agreement, executed July 7, 1989 ("JPA"), CARF provides necessary services to the HCF, by contract or otherwise which may include, but is not limited to, centralized government affairs representation; reports and analysis of the horse racing industry; administration of joint services of CARF including planning, budget implementation and fund accounting; and

WHEREAS, pursuant to the JPA, CARF shall provide to the HCF the services outlined and agreed to in Exhibit "A", attached to and made part of this MOU for the live racing meeting to be held at the HCF August 13<sup>th</sup> through 24<sup>th</sup> ("2014 HCF race meet"); and

WHEREAS, the HCF desires that CARF, on behalf of the HCF, underwrite the racing expenses associated with the services outlined and agreed to in Exhibit "A"; and

WHEREAS, pursuant to the JPA, CARF is responsible for the collection and distribution of the HCF off track pari-mutuel commissions).

NOW, THEREFORE, in consideration of the mutual covenants set forth herein,

- 1) CARF shall provide the services outlined in Exhibit "A".
- 2) The HCF agrees that CARF shall deduct from intrastate, interstate and international parimutuel commissions the monies owed to CARF by the HCF for the racing expenses associated with the services outlined and agreed to in Exhibit "A". It is contemplated that the balance of the commissions shall be paid in the same manner as paid out in 2013. (see Exhibit "B").
- 3) The term of this MOU shall be for the 2014 SJCF race meet.
- 4) In the event that HCF racing revenues are not sufficient to cover expenses incurred by CARF on behalf of HCF, HCF agrees to pay the amount of the shortfall to CARF. If payment cannot be made from racing revenues by February 15, 2015, HCF agrees to execute a promissory note, payable on a date to be determined by agreement of the parties, for the amount of the shortfall. The promissory note will be secured by future parimutual revenues from HCF satellite wagering operations.

DATED:	
John Alkire, Chairman, CARF	
Tim Renner, President, HCF Board of Directors	

### APPLICATION FOR LICENSE TO CONDUCT A HORSE RACING MEETING OF A CALIFORNIA FAIR

CHRB-18 (Rev.07/11)

Application is hereby made to the California Horse Racing Board (CHRB) for a license to conduct a horse racing meeting of a California fair as authorized by Article 6.5 of the California Business and Professions Code, Chapter 4, Division 8, Horse Racing Law, and in accordance with applicable provisions and the California Code of Regulations, Title 4, Division 4, CHRB Rules and Regulations.

1.	APl	PLICANT FAIR ASSOCIATION
	A.	Name, mailing address, telephone, and fax numbers of fair:
	В.	Fair association is a:  District Fair  County Fair  Citrus Fruit Fair  California Exposition and State Fair  Other qualified fair
	C.	Provide the name, telephone, and email address for the fair contact person:
		<b>APPLICANT:</b> Application must be filed not later than 90 days before the scheduled start date for the proposed meeting CHRB Rule 1433.
2.	DA'	TES OF RACE MEETING
	A.	Inclusive dates allocated for race meeting:
	B.	Actual dates racing will be held:
	C.	Dates racing will <b>NOT</b> be held:
	D.	Total number of racing days:
	E.	Days of the week races will be held:  Wed - Sun Tues - Sat Other (specify) Thurs-Sun
3.	RA	CING PROGRAM
	A.	Total number of races:
	B.	Number of races by breed:
		Thoroughbreds Quarter Horses Appaloosas Arabians Paints Mules
_	C.	Number of races daily:
A	pplica	CHRB CERTIFICATION tion received: Hearing date:
	eviewe	

License number:

	oroughbred er Breeds <b>al</b>		
D.	Total number of stakes races by  Thoroughbreds  Arabians	breed:  Quarter Horses  Paints	Appaloosas  Mules
E.	Attach a listing of all stakes race purse for each.	s and indicate the date to be 1	run and the added money or guaranteed
F.	Will provisions be made for own Yes No I	ners and trainers to use their f no, what racing colors are	
G.	List all post times for the daily r	acing program:	
	Race Number	Weekdays	Weekends & July 4

**NOTICE TO APPLICANT:** Every licensee conducting a horse racing meeting shall each racing day provide for the running of at least one race limited to California-bred horses, to be known as the "California-bred race" pursuant to CHRB Rule 1813.

### 4. FAIR ASSOCIATION

- A. Names of the fair directors:
- B. Names of the directors serving on the Racing Committee or otherwise responsible for the conduct of the racing program:
- C. Name and title of the fair manager or executive officer and the names and titles of all department

managers and fair staff, other than those listed in 12B, who will be listed in the official program:

D. Name and title of the person(s) authorized to receive notices on behalf of the fair association and the mailing and email address of such person(s).

### 5. TAKE OUT PERCENTAGE

1. Will the percentage deducted for any type of way	ger be adjusted pursuant to Business and
Professions Code section 19601.01? If no, proceed to su	bsection 6. If yes, identify the wager and the
proposed takeout percentage.	
Yes No	
Wager(s) to be adjusted:	Proposed percentage:%

A. Attach copy of written notice requesting the proposed takeout adjustment, the proposed percentage and the wager(s) affected. The notice must include the written agreement of the fair association and the horsemen's organization for the meeting of the fair association accepting the wager.

**NOTICE TO APPLICANT**: Pursuant to Business and Professions Code section 19601.01 notwithstanding any other provision of law, a thoroughbred association or fair, upon the filing of a written notice with, and approval by, the board specifying the percentage to be deducted, may deduct from the total amount handled in the pari-mutuel pool for any type of wager an amount of not less than 10 percent nor more than 25 percent. The written notice shall include the written agreement of the thoroughbred association or fair and the horsemen's organization for the meeting of the thoroughbred association or fair accepting the wager. The established percentage to be deducted shall remain in effect until the filing of a subsequent notice with, and approval by, the board, unless otherwise specified in the notice.

### 6. HANDLE HISTORY

1. Complete the table below providing the last five years of handle and attendance for the fair association. If your association has been operating for fewer than five years, provide information for the period of time it has been in operation.

Year	Handle	Attendance	Number of Racing Days

### 7. PURSE PROGRAM (Excluding supplements, nominations, sponsorships, and starter fees):

- A. Purse distribution:
  - 1. All races other than stakes: Current meet estimate:

	Prior meet actual:
	Average Daily Purse (7A1 ÷ number of days): Current meet estimate: Prior meet actual:
2.	Overnight stakes: Current meet estimate: Prior meet actual:
	Average Daily Purse (7A2 ÷ number of days): Current meet estimate: Prior meet actual:
3.	Non-overnight stakes: Current meet estimate: Prior meet actual:
4.	Total Purses: (7A1+-7A2+ 7A3) Current meet estimate: Prior meet actual
	Average Daily Purse (7A3 ÷ number of days): Current meet estimate: Prior meet actual:
o' C	nds to be generated for all California-bred incentive awards (including breeder awards and ners premiums):  rrent meet estimate:  or meet actual:
P	ment to each recognized horsemen's organization contracting with the fair:
C T N P C A A C C	rrent meet estimate:  T C RA QHRA /AR AC IRA BPAPEN HF
h	nount from all sources to be distributed at the meeting in the form of purses or other benefits to semen (7A+7B+7C): rrent meet estimate:

B.

C.

D.

Prior meet actual:

Average Daily Purse (7D  $\div$  number of days):

Current meet estimate:

Prior meet actual:

E. Purse funds to be generated from on-track handle and intrastate off-track handle (excluding carry-overs from prior race meet(s):

Current meet estimate:

Prior meet actual:

Average Daily Purse ( $7E \div number of days$ ):

Current meet estimate:

Prior meet actual:

F. Purse funds to be generated from interstate handle:

Current meet estimate:

Prior meet actual:

Average Daily Purse (7F  $\div$  number of days):

Current meet estimate:

Prior meet actual:

- G. Bank and account number for the Paymaster of Purses' purse account:
- H. Name, address, email and telephone number of the pari-mutuel audit firm engaged for the meeting: Disher Accountancy Corporation, 1816 Maryal Drive, Sacramento, CA. 95864, (916) 482-4224

NOTICE TO APPLICANT: All funds generated and retained from on-track pari-mutuel handle which are obligated by law for distribution in the form of purses, breeders' awards or other benefits to horsemen, shall not be deemed as income to the fair and shall, within 3 calendar days following receipt, be deposited in a segregated and separate liability account in a depository approved by the CHRB and shall be at the disposition of the Paymaster of Purses, who shall pay or distribute such funds to the persons entitled thereto. All funds generated from offtrack simulcast wagering, interstate wagering, and out-of-state wagering which are obligated by law for distribution in the form of purses and breeders' awards, shall also be deposited within 3 calendar days following receipt into such liability account. In the event the fair is obligated to the payment of purses prior to those obligated amounts being retained from pari-mutuel wagering for such purpose, or as a result of overpayment of earned purses at the conclusion of the meeting, the fair shall transfer from its own funds such amounts as are necessary for the Paymaster of Purses to distribute to the horse owners statutorily or contractually entitled thereto. The fair is entitled thereafter to recover such transferred funds from the Paymaster of Purses' account; and if insufficient funds remain in the account at the conclusion of the meeting, the fair is entitled to carry forward the deficit to its next succeeding meeting as provided by Business and Professions Code section 19615(c) or (d). In the event of underpayment of purses which results in a balance remaining in the Paymaster of Purses' account at the conclusion of the meeting after distribution of amounts due to horsemen and breeders and horsemen's organizations, the fair may carry forward the surplus amount to its next succeeding meeting; provided, however, that the amount so retained does not exceed an amount equivalent to the average daily distribution of purses and breeders' awards during the meeting. All amounts in excess shall be distributed retroactively and proportionally in the form of purses and breeders' awards to the horse owners and breeders having earned purses or awards during the conduct of the meeting.

#### 8. STABLE ACCOMMODATIONS

- A. Number of usable stalls available for racehorses at the track where the meeting is held:
- B. Minimum number of stalls believed necessary for the meeting:
- C. Total number of usable stalls to be made available off-site at approved auxiliary

stabling areas or approved training centers:

D. Name and location of each off-site auxiliary stabling area and the number of stalls to be maintained at each site:

E. Attach each contract or agreement between the fair and the person(s) furnishing off-site stabling accommodations for eligible racehorses that cannot be provided stabling on-site.

Complete subsections F through H if the fair will request reimbursement for off-site stabling as provided by Business and Professions Code sections 19607, 19607.1, 19607.2, and 19607.3; otherwise, proceed to section 9.

- F. Total number of usable stalls made available on-site for the **1986** meeting, pursuant to Business and Professions Code section 19535(c).
- G. Estimated cost to provide off-site stalls for this meeting. Show cost per-day per stall:
- H. Estimated cost to provide vanning from off-site stalls for this meeting. Show fees to be paid for Vanning per-horse:

#### 9. PARI-MUTUEL WAGERING PROGRAM

- A. Is the fair applicant a member of the California Authority of Racing Fairs (CARF)? If yes, attach a copy of the CARF recommended wagering format. Yes No (On File with CHRB)
- B. Pursuant to Business and Professions Code section 19599, and with the approval of the CHRB, fairs may elect to offer wagering programs using CHRB Pari-mutuel Rules, the Association of Racing Commissioners International (RCI) Uniform Rules of Racing, Chapter 9, Pari-mutuel Wagering, or a combination of both. Please complete the following schedule for the types of wagering other than WPS and the minimum wager amount for each. If applicant is a member of CARF, also indicate if wager is a part of the CARF recommended wagering formant:

Use DD for daily double, E for exacta (special quinella), PK3 for pick three, PK4 for select four, PNP for pick (n) pool, PPN for place pick (n), Q for quinella, SF for superfecta, TRI for trifecta, and US for unlimited sweepstakes (pick 9).

	Туре	Rule Number	
Example Race	<b>TYPE OF WAGERS</b> \$1 E; \$1 Double	<b>APPLICABLE RULES</b> CHRB #1959; RCI #VE	CARFWAGERINGFORMAT

**C.** Maximum carryover pool to be allowed to accumulate before its distribution **OR** the date(s) designated for distribution of the carryover pool:

In the event there is a prohibitive favorite where there is sufficient information that the entry will most likely generate a negative place or show pool, the association may request approval from CHRB to allow that entry to run for purse only.

CHRE	B-18 (Rev	7. 07/11)
	D.	List any options requested with regard to exotic wagering:
	E.	Will "advance" or "early bird" wagering be offered? Yes X No
		If yes, when will such wagering begin. Specify days and time for "early bird" wagering:
	F.	Type(s) of pari-mutuel or totalizator equipment to be used by the fair and the simulcast organization, the name of the person(s) supplying equipment, and expiration date of the service contract:
10.	Al	DVANCE DEPOIST WAGERING (ADW)
	A.	Identify the ADW provider(s) to be used by the fair for this race meeting:
	В.	Attach a copy of the agreement/contracts with each ADW provider to be used for this race meeting. To Be provided by CARF.
	C.	Have the contract/agreements been approved by the respective horsemen's groups?  Yes No
		If yes, attach a copy of the approvalTo Be <b>Provided by C.A.R.F.</b>
		If no, explain the status of the approval.
Califoracing organ conduthe A breed	ornia frog g associa ization ucted ou DW pro on whice	APPLICANT: Pursuant to Business and Professions Code section 19604, ADW providers may accept wagers on races conducted in ma resident of California if: 1) the ADW provider is licensed by the Board; 2) a written agreement allowing those wagers exists with the ation or fair conducting the races on which the wagers are made; 3) the agreement shall have been approved in writing by the horsemen's responsible for negotiating purse agreements for the breed on which the wager are made. ADW provides may accept wagers on racest taken of California from a resident of California if: 1) the ADW provider is licensed by the Board; 2) there is a hub agreement between vider and one or both of (i) one or more racing associations or fairs that together conduct no fewer than five weeks of live racing on the change is conducted during the calendar year during which the wagers are placed and (ii) the horsemen's organization responsible agreements for the breed on which wagering is conducted.

### 11. SIMULCAST WAGERING PROGRAM

- A. Simulcast organization engaged by the fair to conduct simulcast wagering:
- B. Attach the agreement between the fair and simulcast organization permitting the organization to use the fair's live audiovisual signal for wagering purposes and providing access to its totalizator for the purpose of combining on-track and off-track pari-mutuel pools.
- C. California simulcast facilities the fair proposes to offer its live audiovisual signal:
- D. Out-of-state wagering systems the fair proposes to offer its live audiovisual signal:
- **E.** California mini-simulcast facilities the fair proposes to offer its live audiovisual signal:
- **F.** List the host tracks from which the fair proposes to import out-of-state and/or out-of-country thoroughbred races. Include the dates imported races will be held and whether or not a full card will be accepted. If the full card will not be imported, state "selected feature and/or stakes races": **N/A**

**NOTICE TO APPLICANT:** Business and Professions Code section 19596.2(a) stipulates that on days when live thoroughbred or fair racing is being conducted in the state, the number of thoroughbred races which may be imported by an association or fair during the calendar period the association or fair is conducting its racing meeting cannot exceed a combined daily total of 50 imported thoroughbred races statewide. The limitation of 50 imported thoroughbred races per day statewide does not apply to those races specified in Business and Professions Code section 19596.2(a)(1), (2), (3) and (4).

#### THOROUGHBRED SIMULCAST RACES TO BE IMPORTED

Name of Host Track

Race Dates

Full Card or Selected Feature and/or Stakes Races

G. List imported simulcast races the fair plans to receive during the racing meeting which use breeds other than the breed of the majority of horses racing at its live horse racing meeting. Include the name of the host track, the dates imported races will be held, and how many races will be imported: N/A

### OTHER BREED SIMULCAST RACES TO BE IMPORTED

Name of Host Track

Breed of Horse

Race Dates

Number of Races to be Imported

**H.** If any out-of-state or out-of-country races will commence outside of the time constraints set forth in Business and Professions Code sections 19596.2 and 19596.3, attach a copy showing agreement by the appropriate racing association(s).

N/A

**NOTICE TO APPLICANT:** All interstate wagering to be conducted by a fair is subject to the provisions of Title 15, United States Codes, which require specific **written** approval of the CHRB and of the racing commission having jurisdiction in the out-of-state venue. All international wagering to be conducted by a fair is subject to the provisions of Business and Professions Code sections 19596, 19596.1, 19596.2, 19596.3, 19601, 19602, and 19616.1, and will require specific written approval of the CHRB.

Every fair shall pay to the simulcast organization within 3 calendar days following the closing of wagering for each racing program, or upon receipt of the proceeds, such amounts that are retained from off-track simulcast wagering, interstate and out-of-state wagering and which are obligated by statute for guest commissions, simulcast operator's expenses and promotions, equine research, local government in-lieu taxes, and stabling and vanning deductions. Every fair shall pay to its Paymaster of Purses' account within 3 calendar days following the closing of wagering for each racing program, or upon receipt of the proceeds, such amounts that are retained or obligated from off-track simulcast wagering, interstate and out-of-state wagering for purses, breeders' awards or other benefits to horsemen. (See Notice to Applicant, Section 7.)

### 12. RACING OFFICIALS, OFFICIALS, AND OFFICIATING EQUIPMENT

A. Racing officials nominated:

Association Veterinarian(s) –

Clerk of Scales -

Clerk of the Course –

Film Specialist –

Horse Identifier - Horseshoe Inspector -

Paddock Judge –

Patrol Judges - Placing Judges -

Starter -

Timer

B. Management officials in the racing department:

Director of Racing –

Assistant Director of Racing -

Racing Secretary – Assistant Racing Secretary –

Paymaster of Purses -

Others (identify by name and title)

C. Name, address, email and telephone number of the reporter employed to record and prepare transcripts of hearings conducted by the stewards:

- D. Photographic device to be used for photographing the finish of all races, name of the person supplying the service, and expiration date of the service contract:
- E. Photopatrol video equipment to be used to record all races, name of the person supplying the service, and expiration date of the service contract. Specify the number and location of cameras for dirt and turf tracks.
- F. Type of electronic timing device to be used for the timing of all races, name of the person supplying the service, and expiration date of the service contract:

### 13. SECURITY CONTROLS

- A. Name and title of the person responsible for security controls on the premises. Include an organizational chart of the security department and a list of the names of security personnel and contact telephone numbers
- B. Estimated number of security guards, gatemen, patrolmen or others to be engaged in security tasks on a regular full-time basis:
  - 1. Attach a written plan for enhanced security for graded stakes races, and races of \$100,000 or more, to include the number of security guards in the restricted areas during a 24-hour period and a plan for detention stalls.

#### 2. Detention Stalls:

- A. Attach a plan for use of graded stakes or overnight races.
- B. Number of security guards in the detention stall area during a 24-hour period.
- C. Describe number and location of surveillance cameras in detention stall area.

### 3. TCO2 Testing:

- A. Number of races to be tested, and number of horses entered in each race to be tested.
- B. Plan for enhanced surveillance for trainers with high-test results.
- C. Plan for detention stalls for repeat offenders.
- D. Number of security personnel assigned to the TCO2 program.
- C. Describe the electronic security system.
  - 1. Location and number of video surveillance cameras for the detention stall and stable gate.

### 14. EMERGENCY SERVICES

A. Name, address and emergency telephone number of the ambulance service to be used during workouts and the running of the races:

- 1. Attach a certification from the Ambulance Company(s) listed in 14A, certifying that the paramedic staff are licensed with the California Emergency Medical Services Authority.
- B. Name, address and emergency telephone number of the ambulance service to be used during workouts at auxiliary sites:
  - 1. Attach a certification from the Ambulance Company(s) listed in 14B, certifying that the paramedic staff are licensed with the California Emergency Medical Services Authority.
- C. Describe the on-track first aid facility, including equipment and medical staffing:
- D. Name and emergency telephone number of the licensed physician on duty during the race meeting:
- E. Name, address and emergency telephone number of the hospital to be used for admittance and treatment of emergency injuries in the event of an on-track injury to a jockey:
- F. Attach, in English and Spanish, the emergency medical plan procedures that will be posted in each jockey's room to be used in the event of an on-track injury to a jockey:
- G. Name of health and safety manager and assistant manager responsible for compliance of health and safety provisions pursuant to Business and Professions Code section 19481.3(d):
- G. Attach a fire clearance from the fire authority having jurisdiction over the premises.
- I. Name of the workers' compensation insurance carrier for the fair and the number of the insurance policy (if self-insured, provide details):
- J. Attach a Certificate of Insurance for workers' compensation coverage. The CHRB is to be named as a certificate holder and given not less than 10 days' notice of any cancellation or termination of insurance that secures the liability of the fair for payment of workers' compensation.

NOTICE TO APPLICANT: Every licensee conducting a horse racing meeting shall pursuant to Business and Professions Code section 19481.3 maintain, staff, and supply an on-track first aid facility, that may be either permanent or mobile, and which shall be staffed and equipped as directed by the board. A qualified and licensed physician shall be on duty at all times during live racing, except that this provision shall not apply to any quarter horse racing at the racetrack if there is a hospital situated no more than 1.5 miles from the racetrack and the racetrack has an agreement with the hospital to provide emergency medical services to jockeys and riders. An ambulance licensed to operate on public highways provided by the track shall be available at all times during live racing and shall be staffed by two emergency medical technicians licensed in accordance with Division 2.5 (commencing with Section 1797) of the Health and Safety Code, one of whom may be an Emergency Medical Technician Paramedic, as defined in Section 1797.84 of the Health and Safety Code. (b) Each racing association and racing fair shall adopt and maintain an emergency medical plan detailing the procedures that shall be used in the event of an on-track injury. The plan shall be posted in each jockey room in English and Spanish. (c) Prior to every race meeting, the racing association or racing fair shall contact area hospitals to coordinate procedures for the rapid admittance and treatment of emergency injuries. (d) Each racing association or racing fair shall designate a health and safety manager and assistant manager, who shall be responsible for compliance with the provisions of this section and one of whom shall be on duty at all times when live racing is conducted. The

health and safety manager may, at the discretion of the racing association, be the person designated to perform risk management duties on behalf of the association.

	COLLORGICALI	TT TO 1 1 1 1 TT		~~~	~~~~
15		IDEC AND		THANKIDA	1 "I"
13.	CONCESSIONA	IINDA AND	SCRVILL	CUNINA	

	A.	Names and addresses of all persons to whom a concession or service contract has been given, other than those already identified, and the goods and/or services to be provided by each:
	В.	Does the fair plan to provide its own concessions? Yes No
16.	ON- T	TRACK ATTENDANCE/FAN DEVELOPMENT
	A.	Attach a copy of the promotional and marketing plans for the race meeting:
	В.	Promotional/Marketing budget for this race meeting: Promotional/Marketing budget for prior race meeting:
	C.	Number of hosts and hostesses employed for meeting:
	D.	Describe facilities set aside for new fans:
	E.	Describe any improvements to the physical facility in advance of the meeting that directly benefits:
	2.	Horsemen Fans Facilities in the restricted areas
17.	SCHEI	OULE OF CHARGES
	A. Pr	oposed charges, note any changes from previous year:
	C.	Describe any "Season Boxes" or other special accommodation fees:
	C. De	escribe any "package" plans such as combined parking, admission and program:
18.	JOCKI	EYS' QUARTERS
	A. Cl	Corners (lockers and cubicles)  Showers  Steam room, sauna or steam cabinets  Masseur  Food/beverage service  How many  Lounge area  Certified platform scale
	B. De	escribe the quarters to be used for female jockeys:

### 19. BACKSTRETCH EMPLOYEE HOUSING

A. Inspection of backstretch housing is scheduled by (name) on (date)

- B. Number of rooms used for housing on the backstretch of the racetrack:
- C. Number of restrooms available on the backstretch of the racetrack:
- **D.** Estimated ratio of restrooms to the number of backstretch personnel:

### 20. TRACK SAFETY

A.	Total distance of the racecourse - n	measured from the finish line counterclockwise (3' from the in	ner
	railing) back to the finish line:	feet.	

- B. Describe the type of track surface at the facility, including the specific track surface composition:
- C. The percent of cross slope in the straight-aways is:

  The percent of cross slope in the center of the turns is:
- D. Describe the type(s) of materials used for the inner and outer railings of the race course, the type of inner railing supports (i.e., metal gooseneck, wood 4" x 4" uprights, offset wood 4" x 4" supports, etc.), the coverings, if any, on the top of the inner railing, and the approximate height of the top of the inner railing from the level of the race course.
- E. Name of the person responsible for supervision of the maintenance of the racetrack safety standards pursuant to CHRB Rule 1474:
- F. Attach a Track Safety Maintenance Program pursuant to CHRB Rule 1474.
- G. If the fair is requesting approval to implement alternate methodologies to the provisions of Article 3.5, Track Safety Standards, pursuant to CHRB Rule 1471, attach a Certificate of Insurance for liability insurance which will be in force for the duration of the meeting specified in Section 2. The CHRB is to be named as a certificate holder and given not less than 10 days' notice of any cancellation or termination of liability insurance. Additionally, the CHRB must be listed as additionally insured on the liability policy at a minimum amount of \$3 million per incident. The liability insurance certificate must be on file in the CHRB headquarters office prior to the conduct of any racing.

#### 21. DECLARATIONS

- A. All labor agreements, concession and service contracts, and other agreements necessary to conduct the entire meeting have been finalized except as follows (if no exceptions, so state):
- B. Attach each horsemen's agreement pursuant to CHRB Rule 2044.
- C. All service contractors and concessionaires have valid state, county or city licenses authorizing each to engage in the type of service to be provided and have valid labor agreements, when applicable, which remain in effect for the entire term of the meeting except as follows (if no exceptions, so state):
- **D.** Absent natural disasters or causes beyond the control of the fair, its service contractors, concessionaires or horsemen participating at the meeting, no reasons are believed to exist that may result in a stoppage to racing at the meeting or the withholding of any vital service to the fair except

as follows (if no exceptions, so state):

**NOTICE TO APPLICANT:** Pursuant to CHRB Rules 1870 and 1871, the CHRB shall be given 15 days' notice in writing of any intention to terminate a horse racing meeting or the engagements or services of any licensee, approved concessionaire, or approved service contractor.

### 22. CERTIFICATION BY APPLICANT

I hereby certify under penalty of perjury that I have examined this application, that all of the foregoing
statements in this application are true and correct, and that I am authorized by the fair to attest to this
application on its behalf.

Print Name	Signature
Print Title	Date

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# Management Services and Contract Administration for Live Horse Racing Operations

### **Racing Operations**

- CARF 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

# Management Services and Contract Administration for Live Horse Racing Operations

### Racing Operations (cont'd)

- 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
- 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
- Manages consolidated purses' program.

### 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

# Management Services and Contract Administration for Live Horse Racing Operations

### **Labor Agreements**

- Maintains membership in Federation of California Racing Associations to provide 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 specialized tractors used for maintaining track surfaces
- Owns and provides custom-built water truck (2001 Sterling).
- Owns and provides rock-picker (added 2003).

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# Management Services and Contract Administration for Live Horse Racing Operations

### Racetrack Safety and Maintenance Program (cont'd)

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

## Management Services and Contract Administration for

### Live Horse Racing Operations

### Personnel

- Racing Secretary
- Track Safety and Maintenance Manager
- 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

### **Web Site Operation**

- Manages racing Website 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

# Management Services and Contract Administration for Live Horse Racing Operations

### **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
- 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

CK - January 2011