

AGENDA CALIFORNIA AUTHORITY OF RACING FAIRS LIVE RACING COMMITTEE MEETING JOHN ALKIRE, CHAIR 11:00 A.M., TUESDAY, DECEMBER 16, 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, December 16, 2014. The meeting will be held via Teleconference.

AGENDA

- I. Date, time and location of next meeting on: February 3, 2015.
- II. Public Comment.
- III. Approval of minutes.
- IV. Report, discussion and action, if any, on CARF 2015 Legislative program.
- V. Report, discussion and action, if any, on agency budget.
- VI. Discussion on preliminary planning for summer region 2015.
- VII. Update on RFP and proposals to provide statewide totalisator service.
- VIII. Executive Director's Report



NOTICE CALIFORNIA AUTHORITY OF RACING FAIRS LIVE RACING COMMITTEE MEETING JOHN ALKIRE, CHAIR 11:00 A.M., TUESDAY, DECEMBER 16, 2014

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

In order to ensure that all meeting participants are able to hear discussions during the teleconference, we ask that teleconference participants call from a land-line and <u>Please Place Phone on MUTE While Not Speaking</u>. The Public and members of the California Authority of Racing Fairs Live Racing Committee may participate from the following locations:

Alameda County Fair 4501 Pleasanton Ave. Pleasanton, CA 94566

The Big Fresno Fair 1121 S. Chance Avenue Fresno, CA 93702 California State Fair 1600 Exposition Blvd. Sacramento, CA 95815

Humboldt County Fair 1250 5th Street Ferndale, CA 95536 San Joaquin Fair 1658 S. Airport Way Stockton, CA 95206

CALIFORNIA AUTHORITY OF RACING FAIRS

Live Racing Committee Tuesday, June 3, 2014

MINUTES

A meeting of the California Authority of Racing Fairs (CARF) Live Racing Committee was held at 11:00 A.M., Tuesday, June 3, 2014. The meeting was hosted at the CARF offices, 1776 Tribute Road, Sacramento, California.

CARF Live Racing Committee members attending: Richard Conway, Brian May and Rick Pickering. Joining by teleconference: John Alkire and Jerome Hoban.

Staff and Guests attending: Christopher Korby, Larry Swartzlander, Tom Doutrich, Heather Haviland, Amelia White, Raechelle Gibbons and Richard Lewis. Joining by teleconference: Louie Brown and Caroline Titus.

Agenda Item 1 – Date, Time and Location of Next Meeting. The next CARF Live Racing Committee meeting is scheduled for Tuesday, September 9, 2014 in Sacramento.

Agenda Item 2 – Public Comment. None.

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

Agenda Item 4 – Report, Discussion and Action, if any, on CARF 2014 Legislative Program. Mr. Brown reported that May 30 was the last day for bills introduced in 2014 to pass out of their house of origin and June 27 is the last day for policy committees to meet and report on bills.

Mr. Brown reported that significant time has been spent at the Capitol discussing Internet Poker, though progress for both bills is uncertain. At this point, neither AB 2291 (Jones-Sawyer) nor SB 1366 (Correa) allow the horse racing industry the opportunity to compete for a license. Representatives of the racing industry have met with the Senate and Assembly G.O. Committees and made it clear that the horse racing industry as a whole will oppose the bills unless they are amended to give the racing industry the opportunity to secure a license. The official position of the tribes and casinos toward the racing industry has yet to be determined.

Mr. Korby reported that CARF is still a member of Horse Racing United (HRU) which is a collection of racing interests that have come together to keep the racing industry involved in the Internet Poker legislation. HRU is requesting additional funds to cover the cost of internet poker-

specific lobbyists. Mr. Korby stated that this issue will be brought before the CARF Board, but that he is not sure if CARF should incur additional costs for lobbyists.

Mr. Brown reported that Fairplex and Los Alamitos will be introducing legislation to allow the transfer of the race meeting from Los Angeles County to Los Alamitos in the Orange County city of Cypress.

Mr. Pickering questioned why the CARF Legislative Report included in the meeting packet records a watch status for AB 2005 (Chesbro) and AB 2592 (Chesbro) when the CARF Board voted at the last meeting to oppose AB 2005 and support AB 2592 if amended. Mr. Brown replied that he spoke with Chesbro's Chief of Staff regarding AB 2005, the bill that seeks to expand the CHRB Board membership to 11 members with the addition of four nonvoting, ex-officio members appointed by the Legislature. Chesbro's representative expressed surprise that the CARF Board would oppose the bill and felt that it was not in the best interests of racing Fairs to tell the Legislature that they should not be involved in a state board when there is no per-diem paid, the members would not vote and similar structures exist in other state-appointed boards.

Mr. Brown reported that Chesbro's office might be open to amending AB 2592, the bill that would require the CHRB to conduct an economic analysis prior to any major changes in the Fair racing calendar (defined as three or more days), but that the opportunity to amend the bill diminishes if CARF continues to oppose AB 2005.

The group discussed at length the uncertainty of the cost, timeframe, politics and potential terms of the economic impact studies. Mr. Korby stated that he felt the Live Racing Committee should move along the spectrum to the oppose position in regards to AB 2592 as the bill may unintentionally create obstacles to the expansion of Fair race dates.

Mr. May moved to oppose AB 2592. Mr. Hoban seconded. YES VOTE: Mr. Alkire, Mr. May and Mr. Hoban. NO VOTE: Mr. Conway. ABSTAIN: Mr. Pickering. Mr. Korby added that the CARF Board of Directors would determine the official CARF position on recommendation of this action.

Agenda Item 5 – Report and Update on Request for Proposals for Statewide Totalisator System. Mr. Korby reported that a working group of industry representatives have convened to draft a Request for Proposal (RFP) for distribution to candidate tote companies for bids on a statewide totalisator system. California tracks and satellites are currently served by Sportech Racing, LLC (previously known as Autotote).

Mr. Korby stated that presently there are three primary totalisator systems operating in North America: Sportech Racing, LLC, Amtote International and United Tote. The California RFP is scheduled to be distributed within the next 30 days and the resulting contract will be awarded and in place by September 15, 2015.

Mr. Hoban asked if the contract would include ontrack mobile device capability. Mr. Korby responded that the RFP would include mobile wagering features to accommodate the technological advancement of player needs.

Agenda Item 6 – Report, Discussion and Action, if any, on Planning and Contracts for 2014 Fair Racing Circuit. Mr. Korby reported that CARF staff is in the process of signing an ADW contract with a newly licensed provider named Bet America. The commission rate that has been agreed upon is more favorable that the other three companies currently in contract with CARF. The new contract should be implemented and in place by opening day at Pleasanton.

Mr. Swartzlander reported that all live racing contracts are in place, but that CARF has been approached by Winners Foundation to enter into a contract with Fairs to provide onsite personnel at a cost of \$6,500 for the circuit. Winners Foundation provides confidential assistance on a one-to-one basis to employees or family members of the California racing community suffering from substance abuse problems free of charge.

Mr. Pickering moved to approve a contract with Winners Foundation up to a cost of \$6,500 for the 2014 Fair Circuit. Mr. Conway seconded, unanimously approved.

Agenda Item 7 – Report and Update on CHRB License Applications. Mr. Swartzlander reported that the CHRB has approved the Cal Expo license. The Ferndale and Fresno licenses have been submitted and the Stockton license is due this Friday.

Mr. Korby stated that the meeting packets include the California State Fair marketing plan for horse racing with content provided by the Fair and graphic layout provided by CARF. CARF staff is available to offer this service to any Fair providing suitable content.

Agenda Item 8 – Executive Director's Report. Mr. Korby reported that he has been in contact with Mick Peterson from the University of Maine who is an expert regarding the composition of racing surfaces. CARF staff has re-established contact with Mr. Peterson in the event that we need his expertise regarding Fair racing surfaces.

Mr. Pickering provided an update regarding the tack room renovations at Cal Expo.

Mr. Alkire reported that the Big Fresno Fair will be celebrating California Chrome during Fair with support from Harris Ranch, including a California Chrome day dedicated to the superstar's Fresno beginnings.

Respectfully submitted, Heather Haviland



California Authority of Racing Fairs Agency Income Statement 2014 Year End Projections with Proposed 2015 Budget

	2012 Year End Actual	2013 Year End Actual	2014 Year End Projections	2014 Annual Budget	2014 Budget Variance	2014 % Budget to Projections	2015 Proposed Budget	2014 vs 2015 Budget Diff
Revenue:			•					
Other Revenue/OPEB trust Reimb	82	22,060	95,120	94,916	204	100%	35,000	(59,916)
Interest Income	9,141	(1,344)	2,552	2,500	52	102%	2,500	0
Member Dues	270,062	246,963	234,370	234,368	2	100%	234,368	0
CARF South Prog Admin Fee	18,841	16,259	14,800	17,987	(3,187)	82%	15,000	(2,987)
CARF Live Racing Agency Allocation	138,136	116,998	157,410	157,410	0	100%	252,326	94,916
Total Revenue	436,272	400,936	504,252	507,181	(2,929)	99%	539,194	32,013
Expenses:								
Salaries	250,529	201,085	168,935	185,098	16,163	91%	182,513	(2,585)
Employee Benefits	27,265	16,864	21,382	19,827	(1,555)	108%	19,960	133
Post Retirement Benefits	4,108	40,220	40,675	34,916	(5,759)	116%	36,175	1,259
Payroll Taxes	7,171	18,183	18,242	20,831	2,589	88%	19,648	(1,183)
Accounting Costs	16,579	16,395	16,250	16,250	(0)	100%	16,250	0
Audit Services	9,485	9,485	6,775	6,775	O O	100%	6,775	0
Automobile Expense	7,690	218	1,487	3,000	1,513	50%	3,000	0
Contracted Services	11,770	9,071	4,192	9,500	5,308	44%	9,500	0
Depreciation	17,369	20,170	19,228	19,280	52	100%	17,748	(1,532)
Dues & Subscriptions	2,640	2,949	2,517	3,000	483	84%	3,000	0
Insurance Expense	44,196	47,930	50,950	48,000	(2,950)	106%	50,950	2,950
Legal Expenses	37,126	72,642	55,915	20,000	(35,915)	280%	50,000	30,000
Legislative Expenses	53,344	56,617	45,665	45,000	(665)	101%	45,000	0
Meetings Expense	2,189	2,730	1,510	3,000	1,490	50%	3,000	0
Misc. (Ag Day,PERS admin fee)	326	349	370	0	(370)	0%	500	500
Office Supplies	31,394	24,815	25,088	20,000	(5,088)	125%	25,000	5,000
Postage & Shipping	3,849	2,693	2,660	3,600	940	74%	3,600	0
Rent (Tribute Road)	35,770	35,770	35,770	35,770	0	100%	45,478	9,708
Repairs & Maintenance	0	0	0	500	500	0%	500	0
Telephone Expense	9,481	8,592	8,509	10,000	1,491	85%	10,000	0
Training	350	0	369	1,000	631	37%	1,000	0
Travel Expense	26,767	15,188	18,560	15,000	(3,560)	124%	17,000	2,000
Total Expenses	599,399	601,964	545,050	520,347	(24,703)	105%	566,598	46,251
Agency Income (Loss)	(163,127)	(201,028)	(40,797)	(13,166)	(27,632)		(27,404)	(14,238)
Total Bal Sheet Net Income (Loss)	(154,682)	(197,518)	(37,992)	(10,633)	(33,733)		(24,904)	(14,271)



California Authority of Racing Fairs Southern Region Income Statement 2014 Year End Projections with Proposed 2015 Budget

		2013 Year End	2014 Year End	2014 Annual	2014 Budget	2014 % Budget	2015 Proposed	2014 vs 2015 Budget Diff
_	Actual	Actual	Projections	Budget	Variance	to Projections	Budget	
Program Revenue:								
Program Sales	262,545	221,902	197,793	239,828	(42,035)	82%	200,000	(39,828)
Other Revenue	0	0	0	0	0	0%	0	0
Royalties/Fees Due Host	(235,260)	(202,133)	(180,188)	(219,308)	39,120	82%	(182,500)	36,808
Total Revenue	27,285	19,769	17,606	20,520	(2,914)	86%	17,500	(3,020)
								0
Expenses:								0
Legal Expenses	0	0	0	0	0	0%	0	0
Meetings Expense	0	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
Total Expenses	0	0	0	0	0	0%	0	0
Operating Income (Loss)	27,285	19,769	17,606	20,520	(2,914)	86%	17,500	(3,020)
CARF Admin Fee Rebate	18,841	16,259	14,800	17,987	3,187	82%	15,000	(2,987)
Income (Loss)	8,444	3,510	2,806	2,533	(6,102)	111%	2,500	(33)



California Authority of Racing Fairs Revenues Generated and Paid through CARF 2014 Preliminary Race Recap Report

2014 Race Meet	Pleasanton	Sacramento	Humboldt	Stockton	Fresno	Total
Tote Handle	\$22,829,476	\$10,420,236	\$3,594,596	\$9,205,653	\$14,377,457	\$60,427,417
ADW Handle	\$8,102,758	\$4,828,976	\$2,537,038	\$4,228,906	\$4,817,496	\$24,515,174
All Handle Total	\$30,932,234	\$15,249,212	\$6,131,633	\$13,434,559	\$19,194,953	\$84,942,592
REVENUE:						
Takeout	4,962,833	2,237,901	776,908	1,983,737	3,064,479	13,025,857
Programs	23,522	15,633	3,782	14,227	16,625	73,789
Summarized Revenues	28,279	61,324	102,905	165,487	36,588	394,582
ADW (California & Exports)	1,124,669	761,373	303,818	598,040	753,987	3,541,887
Total	6,139,302	3,076,230	1,187,413	2,761,491	3,871,679	17,036,115
EXPENSES:						
2014 Circuit Billing	167,747	98,170	87,881	86,132	127,254	567,185
2014 Jan-June Billbacks	77,097	24,502	11,765	15,557	17,458	146,379
2014 July-September Billbacks	58,019	43,070	30,856	71,170	45,943	249,057
2014 Oct-December Billbacks						0
Racetrack Maintenance						0
Relocation Costs						0
Total Track Expenses	302,863	165,742	130,503	172,859	190,655	962,621

Revenues Generated and Paid through CARF

Total Purses Revenue	1,530,625	815,911	381,342	809,551	1,014,517	4,551,947
Total Track Commissions Revenue	1,382,934	738,897	336,259	638,846	914,184	4,011,121
•						
TOTAL PURSES/FAIR COMMISSIONS	2.913.558	1,554,808	717.601	1.448.398	1.928.701	8,563,067



California Authority of Racing Fairs Live Racing Income Statement

2014 Year End Projections with Proposed 2015 Budget 2012= 61days 2013=43 days 2014=41 days 2012 2013 2014 2014 2014

	2012 Year End Actual	2013 Year End Actual	2014 Year End Projections	2014 Annual Budget	2014 Budget Variance	2014 % Budget to Projections	2015 Proposed Budget	2014 vs 2015 Budget Diff
Revenues:								
Reimb. From Live Racing Fairs	1,063,471	1,010,448	1,064,437	1,029,473	34,964	103%	1,111,494	82,021
Operating Expenses:								
Salaries	362,294	407,250	364,348	365,747	1,399	100%	367,001	1,254
Employee Benefits	41,443	66,112	45,931	45,196	(735)		44,667	(529)
Payroll Taxes	15,317	33,228	37,007	42,070	5,063	88%	39,770	(2,300)
Accounting Costs	49,394	49,186	48,755	48,750	(5)	100%	48,750	0
Audit Services	17,615	17,615	20,325	20,325	0	100%	20,325	0
Automobile Expense	40	54	2,918	1,000	(1,918)	292%	1,000	0
Dues & Subscriptions, NTRA	0	0	0	0	0	0%	0	0
Insurance Expense	0	0	0	0	0	0%	0	0
Legal Expenses	811	0	0	5,000	5,000	0%	5,000	0
Meetings Expense	870	1,109	331	2,000	1,669	17%	2,000	0
Misc, Exp (Storage, Bank fee)	339	37	12	0	(12)	0%	0	= 0
Telephone Expense	5,794	4,547	4,926	5,000	74	99%	5,000	0
Travel Expense	40,923	38,090	34,812	25,000	(9,812)	139%	35,000	10,000
Sub-Totals	534,841	617,227	559,366	560,088	722	100%	568,513	8,425
Racing Support Services:								
Announcer, News, Morning Line	22,800	0	33,387	37,852	4,465	88%	40,530	2,678
Condition Bk/Program Cover	15,575	23,412	26,560	25,000	(1,560)		25,000	0
Racing Operations Support	79,596	54,323	65,446	53,983	(11,463)		65,000	11,017
TC02 Testing	6,915	5,235	6,685	6,500	(185)		6,500	0
Marketing/Web Devel	120	331	406	1,000	594	41%	1,000	0
Network Management	260	0	0	0	0	0%	0	0
Paymaster Operations	7,383	6,292	6,728	6,500	(228)	104%	6,500	0
Program Production	179,919	128,370	144,299	110,000	(34,299)	131%	150,000	40,000
Racing Office System	38,120	26,995	28,460	50,000	21,540	57%	30,000	(20,000)
Recruitment	13,712	1,862	16,666	15,000	(1,666)		15,000	0
Jumbo Screen	114,750	68,850	68,850	70,000	1,150	98%	70,000	0
Supplies	13,326	10,737	12,923	10,500	(2,423)	123%	13,000	2,500
Tattooing	16,313	11,741	11,867	17,000	5,133	70%	15,000	(2,000)
Timing/Clocker	0	0	13,120	14,712	1,592	89%	18,740	4,028
Transportation	1,915	1,700	1,750	3,500	1,750	50%	3,500	0
TV Production/Simulcast	42,916	53,206	60,926	55,000	(5,926)		60,000	5,000
RTM ALLOCATION (TRANS.&MAINT)	0	73,689	73,689	91,528	17,839	81%	73,689	(17,839)
RTM SUPPORT COSTS	0	0	47,103	0	(47,103)	0%	49,523	49,523
Sub-Totals	553,619	466,744	618,865	568,075	(50,790)	109%	642,982	74,907
Total Gross Expenses	1,088,459	1,083,971	1,178,231	1,128,163	(50,068)	104%	1,211,495	83,332
Augmentation LRF	0	52,457	73,689	73,689	0	100%	75,000	1,311
NCOTWINC Reimbursement	25,000	25,000	25,000	25,000	0	100%	25,000	0
Total Net Expenses	1,063,459	1,006,514	1,079,542	1,029,473			1,111,494	82,021

Proposed 2015 MEMBER DUES BASED ON 2014 HANDLE Oct 17, 2013 to October 16, 2014
2014 CARF MEMBER FAIRS TOTAL HANDLE

Totals	San Mateo	Pleasanton	Sacramento	Santa Rosa	San Jose	Stockton	Fresno	San Bernardino	Ventura	Vallejo	Lancaster	Lake Perris	Ferndale	Victorville	Bakersfield	Turlock	Monterey	Shalimar (Indio)	Tulare	Anderson	Location		
261,064,944	59,623,612	28,340,235	20,362,698	8,874,983	27,010,044	14,516,868	8,850,906	20,685,205	16,377,989	14,141,343	10,569,591	10,773,052	138,059	5,552,522	•	5,391,844	4,706,686	2,997,933	652,787	1,498,589	S/W Handle	Off-Track	
14,197,218	:	4,987,885	1,403,954	3,480,915		835,911	2,873,597						614,957								Handle	On-Track	run takeout summary report for each host
22,158,182		7,537,863	2,294,723	5,788,471		2,035,774	3,815,511						685,841								Handle	Out-of-State	mary report fo
45,289,258		10,303,729	6,721,559	11,947,856		6,333,968	7,688,349						2,293,798								Handle	Off Track	or each host
33,846,253		8,102,758	4,828,976	9,331,079		4,228,906	4,817,496						2,537,038								Handle	ADW	
376,555,856	59,623,612	59,272,469	35,611,910	39,423,304	27,010,044	27,951,427	28,045,859	20,685,205	16,377,989	14,141,343	10,569,591	10,773,052	6,269,692	5,552,522	0	5,391,844	4,706,686	2,997,933	652,787	1,498,589	Handle	Total	
100%	15.834%	15.741%	9.457%	10.469%	7.173%	7.423%	7.448%	5.493%	4.349%	3.755%	2.807%	2.861%	1.665%	1.475%	0.000%	1.432%	1.250%	0.796%	0.173%	0.398%	Total	% of	2014 handle
242,285	21,590	21,590	21,590	0	17,991	17,991	17,991	17,991	17,991	14,393	14,393	14,393	6,717	6,717	5,038	6,717	6,717	6,717	2,879	2,879	Dues	2013	Actual
234,368	21,590	21,590	21,590	0	17,991	17,991	17,991	17,991	17,991	14,393	14,393	14,393	6,717	6,717	0	6,717	6,717	6,717	0	2,879	Dues	2014	Approved
234,368	21,590	21,590	21,590	0	17,991	17,991	17,991	17,991	17,991	14,393	14,393	14,393	6,717	6,717	0	6,717	6,717	6,717	0	2,879	Dues	2015	Proposed

Calendar for year 2015 (United States)

	January									
Su	Мо	Tu	We	Th	Fr	Sa				
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18	19	20	21	22	23	24				
25	26	27	28	29	30	31				

	February										
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22	23	24	25	26	27	28					

	March										
Su Mo Tu We Th Fr											
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22	23	24	25	26	27	28					
29	30	31									

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	May										
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24	25	26	27	28	29	30					
31											

June									
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July							
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	August								
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30	31								

September								
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20	21	22	23	24	25	26		
27	28	29	30					

	October							
Su	Мо	Tu	We	Th	Fr	Sa		
				1	2	3		
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November							
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December									
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Calendar generated on www.timeanddate.com/calendar

Calendar for year 2016 (United States)

	January								
Su	Мо	Tu	We	Th	Fr	Sa			
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	March							
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Calendar generated on www.timeanddate.com/calendar

Calendar for year 2017 (United States)

January						February										N	March						
Su	Мо	Tu	We	Th	Fr	Sa		Su	Мо	Tu	We	Th	Fr	Sa		Su	Мо	Tu	We	Th	Fr	Sa	
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8	9	10	11	12	13	14		5	6	7	8	9	10	11		5	6	7	8	9	10	11	
15	16	17	18	19	20	21		12	13	14	15	16	17	18		12	13	14	15	16	17	18	
22	23	24	25	26	27	28		19	20	21	22	23	24	25		19	20	21	22	23	24	25	
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			April								May				I			,	June				
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9	10	11	12	13	14	15		14	15	16	17	18	19	20		11	12	13	14	15	16	17	
16	17	18	19	20	21	22		21	22	23	24	25	26	27		18	19	20	21	22	23	24	
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			July				I			A	ugus	t			I			Sep	otemk	oer			
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9	10	11	12	13	14	15		13	14	15	16	17	18	19		10	11	12	13	14	15	16	
16	17	18	19	20	21	22		20	21	22	23	24	25	26		17	18	19	20	21	22	23	
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15	16	17	18	19	20	21		12	13	14	15	16	17	18		10	11	12	13	14	15	16	
22	23	24	25	26	27	28		19	20	21	22	23	24	25		17	18	19	20	21	22	23	
29	30	31						26	27	28	29	30				24	25	26	27	28	29	30	
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