

a California joint powers agency

1776 Tribute Road, Suite 205 Sacramento, CA 95815 Office: 916.927.7223 Fax: 916.263.3341 www.calfairs.com

# NOTICE CALIFORNIA AUTHORITY OF RACING FAIRS BOARD OF DIRECTORS & LIVE RACING COMMITTEE CONCURRENT MEETING JOHN ALKIRE, CHAIR 11:00 A.M., WEDNESDAY, DECEMBER 7, 2016

Notice is hereby given that a meeting of the California Authority of Racing Fairs' Board of Directors and the Live Racing Committee will commence at 11:00 A.M., Wednesday, December 7, 2016. The meeting will be held at the CFSA Conference Room, 1776 Tribute Road, Sacramento, CA 95815.

Public and members of the California Authority of Racing Fairs Board of Directors and Live Racing Committee may also participate from the following locations:

Alameda County Fair 4501 Pleasanton Ave. Pleasanton, CA 94566

Antelope Valley Fair 2551 West Ave. H, Suite 102 Lancaster, CA 93536

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

Monterey County Fair 2004 Fairground Road Monterey, CA 93940



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# AGENDA CALIFORNIA AUTHORITY OF RACING FAIRS BOARD OF DIRECTORS & LIVE RACING COMMITTEE CONCURRENT MEETING JOHN ALKIRE, CHAIR 11:00 A.M., WEDNESDAY, DECEMBER 7, 2016

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#### **AGENDA**

- I. Date, Time and Location of Next Meeting: February 14, 2017 in Sacramento.
- II. Public Comment.
- III. Approval of Minutes.
- IV. Report, Discussion and Action, if any, on the 2017 Legislative Program.
- V. Update, Discussion and Action, if any, on Proposal to CDFA for Allocation of Pari-Mutuel License Fees to CARF's Race Track Safety & Maintenance Program.
- VI. Report, Discussion and Action, if any, on 2017 Racing Dates and Stabling & Vanning Agreement.
- VII. Report, Discussion and Action, if any, on Purse Overpayment.
- VIII. Report, Discussion and Action, if any, on Resolution to Revise CARF Sick Leave Policy (No. 4.3) to Eliminate Excellent Attendance Incentive.
  - IX. Discussion and Action, if any, on 2017 Agency Budget.
  - X. Executive Director's Report.

## CALIFORNIA AUTHORITY OF RACING FAIRS Board of Directors & Live Racing Committee Concurrent Meeting Tuesday, November 1, 2016

#### **MINUTES**

A concurrent meeting of the California Authority of Racing Fairs (CARF) Board of Directors and Live Racing Committee was held at 11:00 A.M., Tuesday, November 1, 2016. The meeting was hosted at the CARF Board Room, 1776 Tribute Road, Sacramento, California.

CARF Board Directors attending: Richard Conway, Jerome Hoban, Rick Pickering and Kelly Violini. Joining by conference call: John Alkire.

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

Staff and Guests attending: Larry Swartzlander, Richard Scheidt, Tom Doutrich, Heather Haviland, Juliana Gomes, Raechelle Gibbons, John Quiroz, Lauri King, Stacy Rianda, Jeanne Wasserman, Becky Bartling and Allen Aldrich.

**Agenda Item 1 – Date, Time and Location of Next Meeting.** The next CARF Board of Directors meeting is scheduled for December 6, 2016 in Sacramento.

Agenda Item 2 – Public Comment. None.

**Agenda Item 3 – Approval of Minutes.** Mr. Pickering moved to approve the CARF Live Racing Committee meeting minutes as presented. Mr. Conway seconded, unanimously approved.

Mr. Hoban moved to approve the CARF Board of Director meeting minutes as presented. Mr. Pickering seconded, unanimously approved.

Agenda Item 4 – Report, Discussion and Action, if any, on 2016/17 Legislative Program. Mr. Scheidt stated Mr. Brown was unable to attend today's meeting. Mr. Scheidt reported that the Legislature is in recess, there have been no changes since the last staff report and activity at the Capitol reconvenes Jan. 4, 2017.

Mr. Scheidt reported that AB 2011 (Cooper), the statewide stabling and vanning bill has taken effect. The bill will allow the amount deducted from handle for auxiliary stabling to increase from 1.25-2% statewide, and Northern principals may agree to a different percentage for individual associations and fairs, but only if all parties agree to the differing percentages. CARF

staff will not be able to determine the full ramifications of AB 2011 until a 2017 racing calendar is adopted by the California Horse Racing Board (CHRB).

Agenda Item 5 – Update, Discussion and Action, if any, on Proposal to CDFA for Allocation of Pari-Mutuel License Fees to CARF's Race Track Safety & Maintenance Program. Mr. Scheidt reported that he met with Louie Brown and John Quiroz regarding the agreement to direct license fee money generated by live racing fairs back to health and safety issues at fairs which conduct horse racing, specifically the CARF Race Track Safety & Maintenance Program. Mr. Scheidt stated that Mr. Brown relayed Jim Houston's update that CDFA is moving forward with the proposal and is working with their legal team to develop a mechanism to return those funds.

John Quiroz stated that F&E has the green light to return the funds to CARF, however the process may require an expenditure plan, end-of-year reporting on how the funds were utilized and a procedure for invoicing. F&E staff will share a draft agreement with CARF next week.

Mr. Quiroz stated that when state funding was eliminated, F&E was reduced to a skeleton staff. Current staff is finding that license fee monies may not have been collected from all Fair tracks. F&E is working with CHRB to collect those outstanding funds.

Agenda Item 6 – Discussion and Action, if any, on Racing Dates for 2017 and Beyond. Mr. Swartzlander reported that this item was placed on the agenda for open discussion and asked Becky Bartling to address the group regarding the Sonoma County Fair position. Ms. Bartling stated that the CARF-proposed calendar pushes the Fair into August and into the school year. Ms. Bartling stated she feels it's unfortunate that CARF is willing to negatively impact two Fairs for the increased benefit to another Fair. Mr. Hoban reiterated that Alameda County Fair is simply seeking their traditional Fair and racing dates.

Mr. Swartzlander asked Ms. Bartling if Sonoma County Fair would be willing to give up the third week of racing in the event that the CARF-proposed calendar is adopted. Ms. Bartling stated that she will make her decision after the dates are assigned and will she advocate on behalf of her Fair at the next CHRB meeting.

Mr. Swartzlander maintained that the CARF proposal has remained consistent and the Humboldt County Fair would like the opportunity to work with the Sonoma County Fair to run their third week. Mr. Alkire added that school schedules, concessionaires and carnival conflicts typically have little impact in the CHRB dates allocation process.

Agenda Item 7 - Discussion and Action, if any, on Stabling & Vanning Agreement. Mr. Swartzlander reported that the Thoroughbred Owners of California (TOC) are attempting to make stabling and vanning agreements part of the CHRB race dates allocation process. Mr. Swartzlander stated again that CARF does not have a position advocating the closure of any auxiliary stabling facility, we are simply looking at options in the case that there is a closure. Golden Gate Fields (GGF) feels that they have enough stalls to accommodate the active runners in Northern California and feel

they do not need to pay for auxiliary from January to mid-April. Under the new statute they have the option to opt-out of using Pleasanton as an auxiliary stabling facility. Mr. Scheidt added that TOC is advocating increasing the distribution to 2% and running a pooled fund, yet no one from TOC has approached CARF to initiate discussions. Mr. Hoban stated that the existing deficit was created in a pooled fashion and needs to be resolved in a pooled fashion.

**Agenda Item 8 - Discussion on Summer Racing Operations and Agency Budget for 2017.** Mr. Swartzlander reported that a draft budget is included in the meeting packet and he will be convening a meeting of the CARF Finance Committee to develop a budget recommendation to the full Board in December.

**Agenda Item 9 - Update: Board Election.** Ms. Haviland reported that an election will be held in December to fill three vacant seats: At-Large seat (left vacant by Chris Carpenter), WFA Liaison seat (held by Rick Pickering, term expiring) and the Southern Satellite Committee seat (held by Dan Jacobs, term expiring). Nominations will open November 9 and close on December 1.

**Agenda Item 10 - Executive Director's Report.** Mr. Swartzlander stated that this is his first meeting as Interim Executive Director and believes in having an open door policy in regards to CARF operations. Mr. Swartzlander encouraged all participants to call himself of staff with any comments, questions or concerns.

Respectfully submitted, Heather Haviland

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#### **CHRB Approved 2017 Southern California Race Dates**

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#### **RACE DAYS ASSUMED**

Santa Anita Winter-Spring	109
Los Al Thoroughbred Summer	8
Del Mar Summer	36
LACF at Los Al	12
Santa Anita Autumn	20
Del Mar Fall	17
Los Al Thoroughbred Winter	12
Total Race Days	214

#### Race Days By Host - Assumed

Santa Anita	129
Los Al Thoroughbred	20
Del Mar	53
LACF at Los Al	12

SIMULCAST-ONLY DAYS 49

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1776 Tribute Road, Suite 150 Sacramento, CA 95815 Office: 916.927.7223 Fax: 916.263.3341 www.calfairs.com

To: CARF Board of Directors

From: Larry Swartzlander

Re: Executive Staff Recommendation Regarding Elimination of

Excellent Attendance Incentive - Sick Leave Policy 4.3(c).

**Purpose:** Executive Staff recommends the elimination of CARF's

current Sick Leave Policy 4.3(c) as it relates to selling back accrued and unused sick leave effective December 15, 2016.

**Fiscal Impact:** The elimination of the above referenced policy will have a

positive effect on the Agency Budget by an estimated \$40,000 in 2016 and continued future savings based on

current practices by employees.

Long Term Impact: Any accrued sick leave at time of separation will count

towards PERS years of service.

#### **CALIFORNIA AUTHORITY OF RACING FAIRS**

POLICY NO. 4.3

SUBJECT:	Est: September 18, 2002	Page 1 of <u>3</u> 3
SICK LEAVE	Rev: December 7, 2016	

#### I. PURPOSE

To provide income protection for eligible employees who, because of illness or accident, are temporarily disabled and absent from work for limited periods.

#### II. POLICY

"Sick leave benefit" is paid compensation which, when combined with amounts for which an employee is eligible under Workers' Compensation or State Disability Insurance (SDI), Is equivalent to the employee's regular rate of pay.

What can sick leave be used for?

- A. Illness.
- B. Care for member of family/household who is ill.
- C. Doctor, dentist or other health care appointment.

NOTE: If an employee is injured on the job, sick leave or vacation entitlement may be combined with Workers' Compensation until all credits are exhausted.

#### III. PROCEDURE

A. Amount of Benefit. During absence from work caused by personal illness, family illness, or accident, an eligible employee's wage or salary will be continued for the amount of time accrued in the employee's sick leave account. Full time employees will earn 3.6923 hours per pay period. Sick leave accrual for part-time employees working less than 20 hours or more per week will be prorated. Part-time employees working less than 20 hours per week are not eligible for sick leave. Sick leave may be accrued in an unlimited amount.

New employees accrue sick leave from date of hire; however, they are ineligible to use sick leave credit until the orientation period has been successfully completed. The number of sick leave days credited is not intended to establish a guideline for acceptable attendance.

- B. Eligibility. An employee is eligible for sick leave upon completion of orientation.
  - 1. When an employee requests sick leave benefits exceeding three (3) days, CARF requires medical certification of a disability. Failure to provide a note from a physician (or appropriate health care provider) may lead to a denial of benefits and possible corrective action.

#### VIII.

#### **CALIFORNIA AUTHORITY OF RACING FAIRS**

POLICY NO. 4.3

SUBJECT:	Est: September 18, 2002	Page 2 of <u>3</u> 3
SICK LEAVE	Rev: December 7, 2016	

- 2. Prior approval of the supervisor of the Executive Director will be required for an employee to be granted sick leave for the care of a sick or injured member of the employee's immediate family or household when such sick leave exceeds three (3) days.
- C. Excellent Attendance Incentive. This program has been designed to reward employees achieving a 98% (up to 5 sick days for full time employees and 2 ½ days for part-time employees) or better attendance rate for a calendar year. Eligible participating employees should request to be considered for the Excellent Attendance Program no later than December 7<sup>th</sup>. For purposes of this incentive program, sick leave will accrue from December 1<sup>st</sup> to November 30<sup>th</sup> of each calendar year. Employees meeting these criteria may elect one of more of the following options:
  - 1. To receive up to one-half of their sick leave balance accrued (48 hours maximum), in that calendar year, in additional compensation to be paid at 100% of regular pay. The remaining sick leave from that year's accrual will carry over into the next calendar year. Eligible, participating employees will receive incentive checks by December 15<sup>th</sup>.
  - 2. Eligible participating employees whose sick leave balance exceeds 200 hours may elect to receive up to an additional 48 hours in additional compensation to be paid at 100% of regular rate of pay.
  - 3. Waiver of the above Incentives and carry over the entire sick leave accrual into the following year.
- <u>CTO used as Sick Leave</u>. If an employee has CTO it may not be used for sick leave unless all sick leave has been used. CTO can only be used for medical procedures or health care if:
  - 1. Schedules in advance.
  - 2. Need for leave is documented by medical service provider.
  - 3. Approved by the supervisor and the Executive Director.
- E.D. Separation. If an employee separates from CARF, no sick leave that has accrued will be paid. An employee who retires from CARF and PERS simultaneously shall be paid full monetary value for their accrued sick leave as of the date of PERS retirement.
- F.E. <u>Guidelines for Administering Sick Leave</u>. These guidelines shall be followed in administering sick leave:
  - 1. Minimum Unit. Sick leave benefits may be taken in increments of not less than one-half hour per occasion.

VIII.

#### **CALIFORNIA AUTHORITY OF RACING FAIRS**

POLICY NO. 4.3

SUBJECT: Est: September 18, 2002 Page 3 of 33

Rev: December 7, 2016

- 2. Maintenance of Contact. During sick leave, an employee must maintain daily contact (within one hour following the start of the employee's assigned start time) with the supervisor (or make other suitable arrangements) in order for the supervisor to know the employee's estimated date of return to work. Sick leave benefits are contingent upon maintenance of regular contact.
- 3. Physician's Release Upon Return. Depending on the length and circumstances of an employee's disability, CARF may require a physician's written release before the employee may return to work.
- 4. Termination of Benefits. If an employee's disability absence continues beyond the period covered by sick leave, the employee may, at the sole discretion of CARF, be placed on medical leave of absence status without pay. At the employee's option, unused vacation entitlement may be used upon the expiration of accrued sick leave.

## CALIFORNIA AUTHORITY OF RACING FAIRS

## BUDGET



CALIFORNIA AUTHORITY OF RACING FAIRS
LARRY SWARTZLANDER, INTERIM EXECUTIVE DIRECTOR
PRESENTED DECEMBER 2016

## Agency Budget

#### **AGENCY BUDGET HIGHLIGHTS**

- Salaries, Benefits & Post Retirement Benefits reflect the following personnel changes in 2017:
  - Retirement of long-term Executive Director.
  - Addition of Director of Planning & Governmental Relations position.
  - Salary increases as part of staff restructure and compliance with new Department of Labor overtime rule.
  - 2016 Actual Salary has been reduced by \$40,000 pending the adoption of CARF Sick Leave Policy eliminating sick leave accrual from compensated leave balances as of 12/31/2016.
- <u>Audit Services</u> in 2016 include the Bickmore biennial OPEB Actuary Valuation and 2015 implementation of GASB 68 from PERS invoiced in 2016.
- <u>Legal Expenses</u> lower due to decreased requirements for legal services. This cost varies from year-to-year. The reduced budget figure reflects our current projection of costs for 2017.
- <u>Contracted Services</u> previously included the 2014
  James Marta review of CARF policy and
  accounting/human resource service needs and 2015
  Bickmore OPEB study to add dental and long-term
  care to retirement benefits for OPEB.
- <u>Reduced Expenses</u> CARF Staff has reduced the following office expenses: Office Supplies (\$4,000), Postage/Shipping (\$500) and Telephone Expense (\$2,000). Staff will continue to seek areas to cut expenses during the 2017 budget year.

#### **BUDGET CONSIDERATIONS**

- Adopt Change to CARF Sick Leave Policy (4.3) eliminate Excellent Attendance Incentive employee sellback to offset salary liability.
- <u>Dues & Subscriptions</u> includes membership to the California Special District Authority. The value of this membership is uncertain.
- <u>CARF Dues Structure</u> does not contain a handle category to offset the dues previously paid by the San Joaquin County Fair for its live race meet. Please see the document on page 4 titled *Proposed 2017 Member Dues Based on 2016 Handle.*

#### **AGENCY PROJECTIONS**

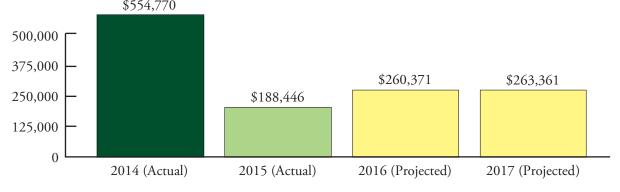
2014 CARF Unrestricted Reserves (Actual)	\$ 554,770
2015 CARF Unrestricted Reserves (Actual)	\$ 576,744
2015 GASB 68 Pension	(388,298)
2015 NET Unrestricted Reserves	188,446
2016 CARF Unrestricted Reserves (Projected)	\$ 648,669
2016 GASB 68 Pension (will change with PERS adjustment)	(388,298)
2016 NET Projected Unrestricted Reserves	260,371
2017 CARF Unrestricted Reserves (Projected)	\$ 651,659
2017 GASB 68 Pension (will change with PERS adjustment)	(388,298)
2017 NET Projected Unrestricted Reserves	263,361



### California Authority of Racing Fairs Agency Income Statement 2016 Estimated Year End with 2017 Preliminary Budget

	2014 Year End Actual	2015 Year End Actual	2015 Jan-Sept YTD	2016 Jan-Sept YTD	2016 Estimated YearEnd	2016 Annual Budget	2016 % Budget	2017 Proposed Budget
Revenue:								
Other Revenue/OPEB trust Reimb	78,208	32,322	25,100	22,759	30,259	32,000	95%	39,000
Interest Income	8,229	6,600	7,700	5,418	5,000	2,500	200%	2,500
Member Dues	234,370	220,215	170,499	149,149	198,865	213,258	93%	195,267
CARF South Prog Admin Fee	14,608	11,326	9,039	5,008	9,439	13,125	72%	9,750
CARF Live Racing Agency Allocation	157,410	252,551	189,469	224,848	299,797	299,797	100%	299,797
Total Revenue	493,212	522,739	401,807	407,182	543,360	560,680	97%	546,314
Expenses:								
Salaries	176,783	187,490	122,403	125,360	157,159	184,717	85%	197,594
Employee Benefits	20,619	19,572	14,728	17,481	24,644	21,904	113%	28,736
Post Retirement Benefits	41,671	28,851	25,044	22,792	30,187	30,500	99%	38,204
Payroll Taxes	18,223	18,929	12,993	16,815	26,529	24,272	109%	30,293
Accounting Costs	16,250	17,063	13,001	12,525	16,587	17,500	95%	17,500
Audit Services	6,775	6,775	6,775	12,375	12,375	6,775	183%	6,775
Automobile Expense	1,267	5,715	4,172	2,029	5,000	5,000	100%	5,000
Contracted Services	4,222	1,130	1,100	90	120	6,000	2%	2,000
Depreciation	19,135	18,137	13,710	7,741	10,213	10,000	102%	7,500
Dues & Subscriptions	2,367	1,313	1,212	1,206	1,206	2,500	48%	1,300
Insurance Expense	50,883	46,224	34,208	35,992	48,019	50,000	96%	50,000
Legal Expenses	62,286	19,949	15,423	11,153	14,153	35,000	40%	25,000
Legislative Expenses	45,479	45,596	34,085	30,287	45,287	45,000	101%	45,500
Meetings Expense	1,360	2,495	1,891	1,939	2,939	3,000	98%	3,000
Misc. (Ag Day Sponsor)	499	835	782	567	600	1,000	60%	1,000
Office Supplies	24,405	19,878	14,213	12,535	19,380	25,000	78%	21,000
Postage & Shipping	3,161	1,175	823	1,237	1,737	3,000	58%	2,000
Rent (Tribute Road)	35,770	35,770	26,827	26,827	35,770	35,770	100%	35,770
Repairs & Maintenance	0	0	0	0	0	500	0%	500
Telephone Expense	8,375	8,718	6,364	5,784	7,750	10,000	77%	8,000
Training	369	604	313	302	302	1,000	30%	1,000
Travel Expense	18,609	16,015	10,004	7,468	12,968	18,000	72%	18,000
<b>Total Expenses</b>	558,508	502,235	360,070	352,502	472,925	536,439	88%	545,672
Agency Income (Loss)	(65,296)	20,504	41,737	54,679	70,436	24,242		642
Southern Prog Income (Loss)	2,461	1,470	2,440	3,920	1,489	1,875		1,250
Total Bal Sheet Net Income (Loss)	(62,836)	21,974	44,177	58,599	71,925	26,117		1,892

### Projected U nrestricted R eserve Balance \$554,770





## CALIFORNIA AUTHORITY OF RACING FAIRS STATEMENT OF NET POSITION Estimated Year End

ASSETS	ESTIMATED 12/31/16	PRIOR YTD 09/30/15	YEAR END 12/31/15
Cash - LAIF & Investments	1,757,508	1,683,590	1,689,219
Cash - Operating/Money Market	101,865	169,797	509,801
Cash - Trust & TOC	1,302,160	1,595,263	141,492
Marketable Securities	783,327	1,043,636	1,037,030
A/R - Member Dues	16,702	29,850	(3,689)
A/R - Programs South	17,875	24,647	28,931
A/R - Racing Fairs & Settlements	677,239	1,262,259	513,017
A/R - Other Receivables	59,265	58,767	193,762
Prepaids/Deposits	83,239	68,998	53,039
OPEB Assets	128,522	125,122	128,522
Total Current Asse		6,061,929	4,627,145
Fixed Assets			
Total Fixed Assets (Net of Depr.)	8,154	17,866	13,439
TOTAL ASSETS	4,935,856	6,079,795	\$4,640,584
DEFERRED OUTFLOWS OF RESOURCES,GASB68	74,942	0	\$74,942
LIABILITIES			
A/P & Withholdings	1,161,612	699,129	595,218
Compensated Leave Accruals	140,515	117,821	140,515
A/P - Program Royalties to Host	17,624	31,882	13,869
Racing Distributions	1,423,060	2,386,218	223,411
Purses	(938,764)	(455,889)	100,997
Track Safety & Maintenance Program	(141,934)	(205,813)	(141,934)
Horsemens Recruitment Programs	(1,411)	(3,454)	15,777
LOU-5 - Symposium Funds	1,871	3,805	3,805
Revenue Generating Project Funds	418,158	454,009	442,866
Augmentation Funds	569,047	545,337	641,145
CHRIMS FUNDS	0	0	0
Change Fund	1,014,000	1,014,000	1,014,000
FAIRS - Equipment Replacement Funds	650,007	688,390	678,150
NET PENSION LIABILITY, GASB68	376,158	0	
	3.3,.32		712,183
TOTAL CURRENT & NONCURRENT LIAB.	4,689,943	5,275,434	\$4,440,000
DEFERRED INFLOWS OF RESOURCES, GASB68	87,082	0	\$87,082
NET POSITION			
Agency Fund Equity	576,744	554,770	554,770
Reserves, GASB68		0	(523,883)
	,	249,591	157,557
TOTAL NET POSITION	260,369	804,361	\$188,444
	Net Investment in capital asse	ts	13,438
	Restricted Net OPEB asset		128,522
			570,367
			(523,883)
		-	188,444
NET POSITION Agency Fund Equity Reserves, GASB68 Net Income/(Net Loss)	576,744 (388,298) 71,925 <b>260,369</b> Net Investment in capital asse	0 249,591 <b>804,361</b>	554 (523 157 <b>\$188,</b> 13 128 570 (523

Proposed 2017 MEMBER DUES BASED ON 2016 HANDLE

2017 CARF MEMBER FAIRS TOTAL HANDLE Oct 19, 2015 to October 16, 2016

\$ 3,598			70,698,841	13,753,979	16,003,451	9,263,161	6,059,887	25,618,363	Pleasanton & OTP Fall
			15,567,049	4,910,206	6,099,216	3,095,649	1,461,979		OTP Fall
195,267	213,258	100%	313,797,368	24,591,921	26,873,490	13,513,584	9,796,909	239,021,464	Totals
21,590	21,590	17.269%	54,191,119					54,191,119	San Mateo
21,590	21,590	17.569%	55,131,791	8,843,773	9,904,235	6,167,512	4,597,909	25,618,363	Pleasanton
21,590	21,590	13.225%	41,498,710	7,837,949	9,720,528	2,727,950	2,025,857	19,186,425	Sacramento
0	0	2.732%	8,573,136					8,573,136	Santa Rosa
17,991	17,991	8.546%	26,817,347					26,817,347	San Jose
17,991	17,991	8.666%	27,193,857	5,453,459	6,669,864	3,571,535	2,549,524	8,949,474	Fresno
17,991	17,991	5.802%	18,205,489					18,205,489	San Bernardino
17,991	17,991	4.522%	14,188,496					14,188,496	Ventura
14,393	17,991	4.197%	13,169,649	0	0	0	0	13,169,649	Stockton
0	14,393	4.025%	12,631,857					12,631,857	Vallejo
14,393	14,393	3.203%	10,051,188					10,051,188	Lancaster
	0	3.234%	10,149,263					10,149,263	Lake Perris
6,717	6,717	1.556%	4,881,172	2,456,740	578,864	1,046,587	623,619	175,363	Ferndale
6,717	6,717	1.656%	5,196,010					5,196,010	Victorville
	0	0.000%	0					0	Bakersfield
6,717	6,717	1.681%	5,274,499					5,274,499	Turlock
6,717	6,717	1.739%	5,456,740					5,456,740	Monterey
	0	0.000%	0					0	Shalimar (Indio)
		0.000%	0					0	Tulare
2,879	2,879	0.378%	1,187,046					1,187,046	Anderson
Dues	Dues	Total	Handle	Handle	Handle	Handle	Handle	S/W Handle	Location
2017		% of	Total	ADW	Off Track	Out-of-State	On-Track	Off-Track	
Proposed	Approved	2015 handle			r each host	run takeout summary report for each host	run takeout su		
							OLE	TIND TOTAL HAIN	2017 CAME MEMBEN PAINS TOTAL HANDLE

## Live Racing Fair Budget

#### **BUDGET HIGHLIGHTS**

- <u>Race Track Maintenance Allocation</u> has been broken out into two budget categories: RTM Allocation (Maintenance) and RTM Allocation (Transportation).
- <u>Announcer</u> 2016 costs were lower due to a change in personnel. Chris Griffin is expected to be available for 2017 announcing duties.

#### **BUDGET CONSIDERATIONS**

• Race Track Equipment Maintenance continues to require significant repairs including new tracks, purchase of a used harrow and the repair of a damaged harrow. One tractor in the fleet requires a new transmission in 2017 (repair costs anticipated at \$35,000).

#### **2017 EXPENSE CATEGORIES**

#### **SALARIES**

Includes allocations of salaries for CARF agency staff as well as salaries for the following positions specific to live racing: Director of Racing, Racing Secretary, Paymaster, Program Manager, Clocker/Timer, Equine Ambulance Driver, Equine Ambulance Assistant, Track Maintenance Supervisor, Steward's Aide and Racing Operations Assistant (primarily responsible for tearing down and setting up Racing Office equipment).

Services provided by personnel in this eategory include, but are not limited to, the following:

- Work with Racing Fairs on preparation, submission and presentation of CHRB licenses applications.
- Provide technical support and transportation of Racing Office computers and software.
- Provide Paymaster services (manage bank accounts, payment of purse money, various distributions, etc.)
- Provide telecommunication services (provision of voice, fax and data lines necessary to support racing).
- Develop, coordinate and manage combined purse schedule in cooperation with TOC.
- Provide Supplemental Purse Fund management and accounting.
- Furnishes electronic timing system with operator.
- Furnishes Kimsey Equine Ambulance with driver.
- Oversees TV Replay System for Officials.
- Active liaison, representation and advocacy with on-track Stewards and with senior CHRB officials.
- Manage contracts for daily racing program production, printing and distribution.
- Mange condition book production and distribution.
- Manage and generate daily racing program content and coordinate advertising placement.
- Provide marketing coordination throughout circuit (social media, racing seminars, Derby Dog Dash, etc).
- Manage contracts and logistics for provision of Jumbotron Screen., Starting Gate, Photo Finish, TCO2 testing, temporary stalls, mobile offices, etc.
- Negotiates contracts with five horsemen associations, as required by statute.
- Manages labor agreements with Local 280, Local 1877, Local 495 and Teamsters Local 495.



## California Authority of Racing Fairs Live Racing Income Statement 2016 Estimated Year End with 2017 Preliminary Budget

	2014=40 days	2015=44 days	2016=43 days			
	2014	2015	2016	2016	2016	2017
	Year End	Year End	<b>Estimated</b>	Annual	% Budget	Proposed
	Actual	Actual	YearEnd	Budget		Budget
Revenues:						
Reimb. From Live Racing Fairs	1,048,080	1,220,743	1,384,033	1,356,965	102%	1,381,376
Operating Expenses:						
Salaries	348,075	384,535	430,023	392,511	110%	364,104
Employee Benefits	44,137	46,576	54,841	48,907	112%	49,551
Payroll Taxes	35,988	46,576	61,626	53,262	116%	60,656
Accounting Costs	48,761	48,750	48,853	48,750	100%	48,900
Audit Services	20,325	20,325	20,813	20,325	102%	20,500
Automobile Expense	2,718	1,502	3,138	2,000	157%	3,000
Legal Expenses	0	0	0	5,000	0%	5,000
Meetings Expense	242	622	797	2,000	40%	1,000
Telephone Expense	4,982	6,183	5,116	6,500	79%	6,000
Travel Expense	34,423	39,189	40,569	40,000	101%	40,000
Sub-Totals	539,664	594,258	665,776	619,255	108%	598,711
Racing Support Services:						
Announcer	33,387	30,200	22,925	39,460	58%	35,000
Condition Bk/Program Cover	26,560	15,505	14,310	17,000	84%	17,000
Racing Operations Support	65,326	80,804	62,922	80,000	79%	80,000
TC02 Testing	7,040	12,698	6,866	12,000	57%	7,500
Marketing/Web Devel	236	120	1,170	1,000	117%	1,000
Paymaster Operations	6,285	5,163	6,174	6,500	95%	6,500
Program Production	145,411	164,907	164,604	170,000	97%	170,000
Racing Office System	28,969	29,822	21,048	30,000	70%	30,000
Recruitment	1,562	4,977	6,572	15,000	44%	15,000
Jumbo Screen	68,850	96,900	94,350	100,000	94%	100,000
Supplies	12,573	17,752	16,092	15,000	107%	15,000
Tattooing	10,867	18,101	18,980	20,000	95%	20,000
Timing/Clocker	13,120	13,162	13,035	18,185	72%	18,000
Transportation	1,250	2,740	2,200	3,500	63%	3,000
TV Production/Simulcast	64,040	71,456	121,099	75,000	161%	75,000
RTM ALLOCATION (MAINTENANCE)	73,689	131,165	113,400	76,500	148%	116,500
RTM ALLOCATION (TRANSPORTATION)			52,077	70,000	74%	70,000
RTM PRIOR YEAR LOAN			56,165	56,165	100%	56,165
RTM SUPPORT COSTS	47,553	46,286	61,745	47,400	130%	62,000
Sub-Totals	606,718	741,759	855,734	852,710	100%	897,665
<b>Total Gross Expenses</b>	1,146,381	1,336,017	1,521,510	1,471,965	103%	1,496,376
Augmentation LRF	73,689	75,000	75,000	75,000	100%	75,000
NCOTWINC Reimbursement	25,000	40,000	40,000	40,000	100%	40,000
Paymaster billing to Sonoma	25,000	70,000	22,500	70,000	100/0	-10,000
	1 047 602	1 221 017		1,356,964		1 201 276
Total Net Expenses	1,047,692	1,221,017	1,384,010	1,330,904		1,381,376

### 2017 EXPENSES CATEGORIES (coatinued)

#### **EMPLOYEE BENEFITS**

Includes health, dental, long-term disability, etc

#### **PAYROLL TAXES**

Taxes associated with employee payroll (Unemployment Insurance, Medicare, PERS 2%, etc.).

#### **ACCOUNTING COSTS**

Contract with CFSA to provide accounting, reconciliation and distribution of all pari-mutuel commissions, purses, license fees and other distributions.

#### **AUDIT SERVICES**

Annual audit services provided by Gilbert & Associates.

#### **AUTOMOBILE EXPENSE**

Maintenance for CARF owned vehicles incurred during live racing.

#### **LEGAL EXPENSES**

Services provided by Kahn, Soares & Conway, LLP.

#### **MEETING EXPENSES**

Expenses incurred for Live Racing Committee meetings.

#### **TELEPHONE EXPENSE**

Cell phone expense association with live racing (Racing Secretary, Horsemen's Hotline, Racing Office, etc.)

#### TRAVEL EXPENSE

Per-diem, mileage, airfare, lodging and other live racing travel related expenses.

#### ANNOUNCER

Pleasanton, Sacramento, Ferndale and Fresno.

#### **CONDITION BOOK**

Printing of condition books (cover and content), racing program covers, in/out slips and entry blanks.

#### RACING OPERATIONS SUPPORT

Winner's Foundation, Federation Admin Expenses and Accounting System, MOC catastrophic insurance.

#### TCO2 TESTING

Mandatory testing conducted through UC Davis.

#### MARKETING/WEBSITE

Manages racing website (www.calfairs.com) on behalf of Fairs. Site includes entries, pps, results, etc.

#### 2017 EXPENSE CATEGORIES (continue)

#### **PAYMASTER OPERATIONS**

Emerging Breed and Thoroughbred checks, supplies and postage.

#### **PROGRAM PRODUCTION**

Partial cost of Incompass software, program printing and distribution to satellite network.

#### RACING OFFICE SYSTEM

Provides Racing Office computer system (all computer hardware/peripherals) and application software (Equibase and Incompass). Also includes cost of mobile trailers, telecommunications support and supplies.

#### RECRUITMENT

Organizes and conducts out-of-state recruitment of horses to run at Northern California Fairs. Staff manages the payment of incentives and tracks and reports on the results of the program. This budget item covers travel, receptions and incentives to out-of-state horsemen.

#### **JUMBO SCREEN**

Outdoor jumbo video display in infield at \$2,550 per live racing day.

#### **SUPPLIES**

Includes cost of generator rental and jockey supplies (weighted pads, head numbers, saddle towels, etc.)

#### **TATTOOING**

Provides the mandatory tattooing of each race horse for identifications purpos. Split with GGF.

#### **TRANSPORTATION**

Circuit-wide transportation of jockey silks.

#### TV PRODUCTION/SIMULCAST

Contract with Pegasus Communication to produce simulcast feed and onsite TV support.

#### RACE TRACK SAFETY AND MAINTENANCE

Fleet of tractors and associated special equipment necessary to maintain Fairs racing surfaces to high standards of safety (maintenance, transportation and repair). Budget item includes liability insurance, Trackmaster offsetting maintenance and transportation costs.

These budget items have been broken down in further detail on the 2017 CARF Live Racing Income Statement (page 6).



#### California Authority of Racing Fairs Southern Region Income Statement 2016 Estimated Year End with 2017 Preliminary Budget

	2014	2015	2016	2016	2016	2017
	Year End	Year End	Estimated	Annual	% Budget	Proposed
	Actual	Actual	YearEnd	Budget		Budget
<b>Program Revenue:</b>	•					
Program Sales	195,769	152,647	127,939	175,000	73%	\$130,000
Other Revenue	0	0		0	0%	
Royalties/Fees Due Host	(178,700)	(139,851)	(117,011)	(160,000)	73%	(\$119,000)
<b>Total Revenue</b>	17,069	12,796	10,928	15,000	73%	11,000
T.						_
Expenses:	0	0	0	0	00/	0
Legal Expenses	0	0	0	0	0%	0
Meetings Expense	0	0	0	0	0%	0
Misc Exp.(Storage)	0	0	0	0	0%	0
Office Supplies	0	0	0	0	0%	0
Paper Expense	0	0	0	0	0%	0
Postage & Shipping	0	0	0	0	0%	0
Printing Supplies	0	0	0	0	0%	0
Rent & Utility Expenses	0	0	0	0	0%	0
Repairs & Maintenance	0	0	0	0	0%	0
Telephone Expense	0	0	0	0	0%	0
Travel Expense	0	0	0	0	0%	0
<b>Total Expenses</b>	0	0		0	0%	
Operating Income (Loss)	17,069	12,796	10,928	15,000	73%	11,000
CARF Admin Fee	14,608	11,326	9,439	13,125	72%	9,750
Rebate Income (Loss)	2,461	1,470	1,489	1,875	79%	1,250



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

2016 Race Meet	Pleasanton	Sacramento	Humboldt	OTP Fall	Fresno	Total
Tote Handle	\$20,669,655	\$14,474,335	\$2,249,069	\$10,656,844	\$12,790,923	\$60,840,827
ADW Handle	\$8,843,773	\$7,837,949	\$2,456,740	\$4,910,206	\$5,306,978	\$29,355,645
All Handle Total	\$29,513,428	\$22,312,284	\$4,705,810	\$15,567,049	\$18,097,901	\$90,196,472
REVENUE:						
Takeout	4,464,000	3,088,866	481,890	2,299,471	2,730,270	13,064,497
Programs	19,391	18,549	0	10,892	13,073	61,904
Summarized Revenues	134,574	110,384	81,959	72,064	73,369	472,350
ADW (California & Exports)	1,105,823	1,016,394	316,342	604,963	650,706	3,694,228
Total	5,723,787	4,234,193	880,191	2,987,390	3,467,418	17,292,979
EXPENSES:						
2016 Circuit Billing	196,568	164,127	98,732	98,732	149,265	707,423
2016 Jan-June Billbacks	56,323	8,357	4,066	4,126	6,025	78,897
2016 July-September Billbacks	56,293	93,520	26,842	37,249	48,421	262,325
2016 Oct-December Billbacks						0
Racetrack Maintenance						0
Relocation Costs	(12,400)	(12,400)	(6,200)	(12,400)	(12,400)	(55,800)
2016 Purse Overpayment Allocation						(497,902)
Total Track Expenses	296,783	253,604	123,439	127,707	191,311	992,845
Total Track Expenses	270,700	200,001	120,107	127,707	171,011	<i>&gt;&gt;2</i> ,013
Revenues Generated and Paid through CARF						
revenues concruted and I aid through critic						
Total Purses Revenue	1,527,104	1,149,375	242,952	667,228	842,553	4,429,212
<b>Total Track Commissions Revenue</b>	1,286,724	993,075	253,066	653,047	781,898	3,967,810
					<u> </u>	
TOTAL PURSES/FAIR COMMISSIONS	2,813,828	2,142,450	496,018	1,320,275	1,624,451	8,397,022

## Calendar for year 2016 (United States)

	January								
Su	Мо	Mo Tu We Th Fr Sa							
					1	2			
3	4	5	6	7	8	9			
10	11	12	13	14	15	16			
17	18	19	20	21	22	23			
24	25	26	27	28	29	30			
31									

	February								
Su	Мо	Tu	We	Th	Fr	Sa			
	1	2	3	4	5	6			
7	8	9	10	11	12	13			
14	15	16	17	18	19	20			
21	22	23	24	25	26	27			
28	29								

	March								
Su	Мо	Tu	We	Th	Fr	Sa			
		1	2	3	4	5			
6	7	8	9	10	11	12			
13	14	15	16	17	18	19			
20	21	22	23	24	25	26			
27	28	29	30	31					

	April								
Su	Мо	Tu	We	Th	Fr	Sa			
					1	2			
3	4	5	6	7	8	9			
10	11	12	13	14	15	16			
17	18	19	20	21	22	23			
24	25	26	27	28	29	30			

	May									
Su	Мо	Tu	We	Th	Fr	Sa				
1	2	3	4	5	6	7				
8	9	10	11	12	13	14				
15	16	17	18	19	20	21				
22	23	24	25	26	27	28				
29	30	31								

	June								
Su	Su Mo Tu We Th Fr Sa								
			1	2	3	4			
5	6	7	8	9	10	11			
12	13	14	15	16	17	18			
19	20	21	22	23	24	25			
26	27	28	29	30					

July								
Su	Мо	Tu	We	Th	Fr	Sa		
					1	2		
3	4	5	6	7	8	9		
10	11	12	13	14	15	16		
17	18	19	20	21	22	23		
24	25	26	27	28	29	30		
31								

	August								
Su	Мо	Tu	We	Th	Fr	Sa			
	1	2	3	4	5	6			
7	8	9	10	11	12	13			
14	15	16	17	18	19	20			
21	22	23	24	25	26	27			
28	29	30	31						

	September							
Su	Мо	Tu	We	Th	Fr	Sa		
				1	2	3		
4	5	6	7	8	9	10		
11	12	13	14	15	16	17		
18	19	20	21	22	23	24		
25	26	27	28	29	30			

October								
Su	Мо	Tu	We	Th	Fr	Sa		
						1		
2	3	4	5	6	7	8		
9	10	11	12	13	14	15		
16	17	18	19	20	21	22		
23	24	25	26	27	28	29		
30	31							

	November							
Su	Мо	Tu	We	Th	Fr	Sa		
		1	2	3	4	5		
6	7	8	9	10	11	12		
13	14	15	16	17	18	19		
20	21	22	23	24	25	26		
27	28	29	30					

	December							
Su	Мо	Tu	We	Th	Fr	Sa		
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## Calendar for year 2017 (United States)

	January							
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February							
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	March								
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	April								
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	May								
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June								
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July									
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August							
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October							
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	November							
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	December							
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## Calendar for year 2018 (United States)

	January								
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	April								
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	June								
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	July							
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August							
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September							
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	October							
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	November							
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