

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 10:00 A.M., TUESDAY, DECEMBER 5, 2017

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 10:00 A.M., Tuesday, December 5, 2017. The meeting will be held in the CARF Conference Room, 1776 Tribute Road, Sacramento, CA 95815.

Closed session will not be available to the public. Public and members of the California Authority of Racing Fairs Board of Directors and Live Racing Committee may participate during the Open session from the following locations:

Alameda County Fair 4501 Pleasanton Ave. Pleasanton, CA 94566 Humboldt County Fair 1250 5th Street Ferndale, CA 95536 San Mateo County Fair 2495 S. Delaware St. San Mateo, CA 94403

The Big Fresno Fair 1121 S. Chance Ave. Fresno, CA 93702 Monterey County Fair 2004 Fairground Road Monterey, CA 93940

California State Fair 1600 Exposition Blvd. Sacramento ,CA 95815 San Bernardino County Fair 14800 7th Street Victorville, CA 92395



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AGENDA CALIFORNIA AUTHORITY OF RACING FAIRS BOARD OF DIRECTORS & LIVE RACING COMMITTEE CONCURRENT MEETING JOHN ALKIRE, CHAIR 10:00 A.M., TUESDAY, DECEMBER 5, 2017

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AGENDA

- I. Date, Time and Location of Next Meeting: February 6, 2018 in Sacramento.
- II. Public Comment.
- III. Approval of Minutes.
- IV. Report, Discussion and Action, if any, on the 2018 Legislative Program.
- V. Report, Discussion and Action, if any, on Mini-Satellites.
- VI. Report, Discussion and Action, if any, on 2018 Racing Dates and Stabling & Vanning Agreement.
- VII. Report, Discussion and Action, if any, on Consolidated Purse Fund.
- VIII. Discussion and Action, if any, on 2018 Agency Budget.
 - IX. Executive Director's Report.
 - X. Closed Session Public Employee Performance Evaluation: Interim Executive Director.

CALIFORNIA AUTHORITY OF RACING FAIRS Board of Directors & Live Racing Committee Concurrent Meeting Monday, October 23, 2017

MINUTES

A concurrent meeting of the California Authority of Racing Fairs (CARF) Board of Directors and Live Racing Committee was held at 10:00 A.M., Monday, October 23, 2017. The meeting was hosted at the CARF Conference Room, 1776 Tribute Road, Sacramento, California.

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

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

Staff and Guests attending joining by conference call: Larry Swartzlander, Juliana Gomes, Ann Grottveit and Lauri King.

Agenda Item 1 – Date, Time and Location of Next Meeting. The next CARF Board of Directors meeting will be held October 27, 2017 via conference call at the listed locations.

Agenda Item 2 – Public Comment. None.

Agenda Item 3 – Closed Session: (Potential Litigation). Ms. Grottveit reported that the CARF Board requested legal counsel review racing operations in regards to personnel and report back to the Chair.

Respectfully submitted, Heather Haviland

CALIFORNIA AUTHORITY OF RACING FAIRS Board of Directors & Live Racing Committee Concurrent Meeting Friday, October 27, 2017

MINUTES

A concurrent meeting of the California Authority of Racing Fairs (CARF) Board of Directors and Live Racing Committee was held at 10:00 A.M., Friday, October 27, 2017. The meeting was hosted at the CARF Conference Room, 1776 Tribute Road, Sacramento, California.

CARF Board Directors attending joining by conference call: John Alkire, Richard Conway, Jerome Hoban, Rick Pickering and Dana Stoehr.

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

Staff and Guests attending joining by conference call: Larry Swartzlander, Richard Scheidt, Heather Haviland, Juliana Gomes, Ann Grottveit, John Quiroz and Lauri King.

Agenda Item 1 – Date, Time and Location of Next Meeting: November 7, 2017 in Sacramento. The next CARF Board of Directors meeting will be held November 7, 2017 in Sacramento.

Agenda Item 2 – Public Comment. None.

Agenda Item 3 – Closed Session: (Potential Litigation). Ms. Grottveit reported that the CARF Board recieved legal counsel and no action was taken.

Respectfully submitted, Heather Haviland

CALIFORNIA AUTHORITY OF RACING FAIRS Board of Directors & Live Racing Committee Concurrent Meeting Tuesday, November 7, 2017

MINUTES

A concurrent meeting of the California Authority of Racing Fairs (CARF) Board of Directors and Live Racing Committee was held at 10:00 A.M., Tuesday, November 7, 2017. The meeting was hosted at the CARF Conference Room, 1776 Tribute Road, Sacramento, California.

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

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

Staff and Guests attending: Larry Swartzlander, Richard Scheidt, Tom Doutrich, Heather Haviland, Juliana Gomes, Raechelle Gibbons, Louie Brown, John Quiroz, Tom Martinez, Allen Aldrich and Becky Bartling. Joining by conference call: Lisa Hindley, Caroline Titus and Duane Martin.

Agenda Item 1 – Date, Time and Location of Next Meeting: December 5, 2017 at 10:00 a.m. in Sacramento. The next CARF Board of Directors meeting will be held Tuesday, December 5, 2017 at 10:00 a.m. in Sacramento.

Agenda Item 2 – Public Comment. None.

Agenda Item 3 – Approval of Minutes. Mr. Pickering moved to approve the CARF Board of Directors & Live Racing Committee concurrent meeting minutes as presented. Mr. Hoban seconded, unanimously approved.

Agenda Item 4 – Report, Discussion and Action, if any, on the 2017-18 Legislative Program. Mr. Brown reported the 2017 legislative session has adjourned and Governor Brown has finalized action on the more than 900 bills passed by the Legislature. It was a successful year for Fairs as AB 460, SB 368 and AB 1499 were each signed into law.

CARF-sponsored AB 460 (Bigelow) started the legislative session as SB 274 (Glazer). SB 274, initially introduced to give CDFA the authority to allocate license fees back to racing fairs, was held in the Assembly G.O. due to a difference in opinion between the Assembly G.O. Committee and Department of Agriculture regarding whether or not legislation is required to transfer the funds and language regarding the F&E fund and grants. Legislative

staff worked with the concerned parties to amend the language into AB 460 with Senator Glazer working as a principal co-author. The bill passed both houses and was signed by the Governor. The bill, retroactive to 2016, specifically allows a Northern Fair or JPA generating one percent license fees to retain those funds for the purposes of improving a Fair enclosure or to subsidize a racetrack safety and maintenance program.

SB 368 (McGuire), the WFA-sponsored technical clean-up bill attempting to restore statute in regards to F&E project funding and oversight of fair projects, was signed into law and will allow CDFA a legal mechanism to deal with continuously appropriated funds.

The last bill signed into law was AB 1499 (Gray), a permanent long-term funding mechanism for fairs determined by sales tax revenue generated. The WFA-sponsored bill was reintroduced from 2016 and was restructured slightly from the prior year to create an ongoing source of funding to California's network of fairs, providing annual funds of approximately \$12-15 million. Starting in 2019, AB 1499 would require that 3/4 of one percent of the total of gross receipts reported to the Department of Finance be included in the next annual budget for allocation to fairs through F&E. Fairs will see benefit from this legislation in the 2019-20 fiscal year.

Mr. Brown reported that legislative staff will bring strategic recommendations for the 2018 legislative session to the December CARF Board meeting.

Mr. Pickering asked about AB 1096 (Gray) and the last sentence of the bill summary which states that "the bill would delete this obsolete provision" regarding the 20-mile radius protection for existing satellites. Mr. Brown reported that the spot bill in question did not leave the first house but discussions with staff made it clear that the Assembly G.O. Committee is still concerned that Fairs are utilizing the 20-mile radius protection as a disincentive for mini-satellite facility growth. CARF staff has since met with the concerned parties to report on mini-satellite partnerships that are in the works.

Mr. Martinez reported that Senate G.O. staff has changed which may impact racing. Mr. Brown added that consultant Naomi Padron is part of the changeover and a replacement has not been announced at this time.

Agenda Item 5, 6 & 7 – Discussion and Action, if any, Stabling & Vanning. Report, Discussion and Action, if any, on Consolidated Purse Fund. Report, Discussion and Action, if any, on Racing Operations. Mr. Swartzlander requested that Agenda Items 5, 6 & 7 be heard together since the topics and subsequent action are intertwined.

Mr. Swartzlander presented the CHRB approved 2018 Northern California race dates calendar. The impact to Fairs from this calendar is that Alameda County Fair will host a four-week meet from June 13 – July 8, California State Fair will host a two-week meet from July 11-22, the Sonoma County Fair will shift forward in the calendar one week and will run a three-week meet from July 25 – August 12, Humboldt County Fair will run a two-week

meet August 15-26 with the first week free of overlap, the former San Joaquin Fair dates will be run at Golden Gate Fields and the Big Fresno Fair will host a two-week meet October 3-14.

Mr. Swartzlander stated that since the CHRB dates allocation, the Sonoma County Fair Board of Directors met and elected to conduct a two-week fair due to a conflict with their carnival operator. Following correspondence with Mr. Baedeker, Mr. Swartzlander was informed that this matter will be heard at the November CHRB meeting. Mr. Swartzlander reported he has scheduled a meeting with Becky Bartling to discuss racing financials and the potential of rejoining CARF.

Mr. Swartzlander presented a calendar titled, "2018 CARF Alternative Stabling Plan 10-27-2017 – DRAFT," outlining the use of fairs as auxiliary stabling facilities as needed at a cost of \$388,000. Requirements for summer stabling and exact race dates were discussed.

Ms. Bartling joined the meeting and Mr. Swartlander asked if she had any comments for the Board. Ms. Bartling stated that she is simply on a fact-finding mission but would like to be part of future Stabling & Vanning conversations.

Mr. Swartzlander recommended CARF Board action opting out of utilizing the Stabling & Vanning Fund during 2018 summer Fair racing and is requesting CARF Board action to ratify the staff recommendation.

Mr. Doutrich updated the group regarding the feelings of local horsemen regarding stabling. Mr. Aldrich agreed that the model of paying for auxiliary stabling with purse money is not sustainable and needs to be changed.

{ACTION} Mr. Hoban moved to accept staff recommendation to cease participating in the Northern California Stabling & Vanning Fund during the 2018 racing season. Mr. Conway seconded, unanimously approved.

{ACTION} Mr. Hoban moved to grant executive staff the latitude to adjust the 2018 Stabling Plan due to potential changes in race dates or to accommodate the Sonoma County Fair. Mr. Pickering seconded, unanimously approved.

Mr. Swartzlander reported that during the 2017 racing season, CARF-member Fairs paid off their Stabling & Vanning Fund deficit and over-generated an excess of \$44,450. Mr. Swartzlander is requesting Board action to apply the Fair commissions excess of \$22,725 to the Consolidated Purse Fund deficit. {ACTION} Mr. Pickering moved to apply the excess commissions generated for the purpose of paying off the Stabling & Vanning Fund deficit to the Consolidated Purse Fund balance. Mr. Conway seconded, unanimously approved.

Mr. Swartzlander reported that he has projected that the change in race dates for 2018 will save the Consolidated Purse Fund \$250,000. Mr. Swartzlander presented a spreadsheet titled, "2017 Consolidated Fair Purse Report" which estimates an overpayment of \$794,356

after the 2017 season is reconciled. After calculating total savings from race date changes and opting out of the Stabling & Vanning Fund, Mr. Swartzlander is projecting a total overpayment balance of \$289,431 at the end of 2018. For the fiscal responsibility of the agency, Mr. Swartzlander is requesting Board action to withhold \$289,000 for 2017 from Fair commissions generated in 2018.

Mr. Pickering requested a chart be distributed at the December meeting that shows the exact withholdings being proposed by Fair prior to taking action on the request.

Agenda Item 8 – Updated, Discussion and Action, if any, on Corporate Sponsorship Proposal. Ms. Haviland reported that CARF track announcer Chris Griffin has provided a written proposal to utilizing his skills and contacts to secure private and corporate sponsorships for the betterment of purses. Mr. Griffin's proposal includes a \$2,500/month salary and 8 percent commission of sales. Staff is recommending eliminating the monthly salary to reduce exposure and increase the proposed sales commission to 20 percent as an increased performance incentive. Mr. Pickering requested that staff submit the agreement developed for Mr. Griffin to legal counsel for review.

{ACTION} Mr. Conway moved to secure the services of Chris Griffin to sell corporate sponsorships for an initial four-month term to include a \$2,500 monthly payment (not to exceed \$10,000) and a commission rate of 10 percent. Mr. Pickering seconded, unanimously approved.

Agenda Item 9 – Report, Discussion and Action, if any, on Current Financials and 2018 Agency Budget. Mr. Alkire reported that financials are included in the meeting packet and Ms. Gibbons is available to answer questions. Mr. Swartzlander reported that he will be calling a meeting of the CARF Finance Committee to review the CARF Agency Budget prior to the December meeting.

Discussion on how potential sponsorship monies would be represented on the budget took place with Ms. Gibbons stating that revenues and expenses would be shown on the live racing budget.

Agenda Item 10 – Executive Director's Report.

- Ms. Haviland reported that three Board seats expire at the end of the year. Staff will be distributing nomination and election material to the membership.
- Mr. Scheidt provided an update on mini-satellite development in Northern California.
- Mr. Swartzlander reported that he will be conducting staff appraisals within the coming weeks and is requesting an annual evaluation of the Executive Director at the December meeting.

Agenda Item 11 – Closed Session: (Potential Litigation). A closed session meeting was not required at this time.

Respectfully submitted, Heather Haviland

2018 CARF L.S. Alternative Stabling Plan 12.1.17 - DRAFT

RACE DAYS ASSUMED

-	
Oak Tree at Pleasanton Summer	15
Cal Expo	11
Humboldt	7
Fresno	9
Total CARF Member Fair Days	42
GGF Summer	24
Santa Rosa	8

Notes and Assumptions: Assumes CARF BOD votes to opt out of Stabling and Vanning for 2018. Pleasanton's backside opens May 1-14 for stabling on an abbreviated basis 5 days each week, 10 days total. Pleasanton open for full training 6 days a week May 15 until 10 days prior to live racing. Sacramento opens for full training June 14 to July 1, 10 days prior to live racing. Pleasanton remains open for full training 6 days a week during Sacramento July 12-29. Reimbursement amounts listed below.

2018

\$3,700/Day at Pleasanton - Abbreviated Stabling	10	Days	\$37,000
\$7,800/Day Aux Stabling at Pleasanton	34	Days	\$265,200
\$7,800/Day Aux Stabling at Sacramento	16	Days	\$124,800
Total Stabling Days	60	Days	\$427,000
Cost per CARE race day	12	Davis	\$10.167

Open May 1-14 @ 5 days/week

Open May 15-July 29 @ 6 days/week less race meet

Open June 14-July 1 @ 6 days/week

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CHRB Approved 2018 Northern California Race Dates 12.1.17 DRAFT

2017

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FINAL RACE DAYS TO BE DETERMINED

Oak Tree at Pleasanton Summer					
Cal Expo	11				
Humboldt <i>Unoverlap</i>	4				
Humboldt Overlap	3				
Fresno	9				
Total CARF Member Fair Days					
Santa Rosa	8				

Updated 11.16.17 per CHRB Meeting

Golden Gate Winter-Spring					
Golden Gate Summer	24				
Golden Gate Fall	32				
Total Golden Gate	150				

Total Nor Cal Race Days 200

Race Days Assumed

2018

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CHRB Hosting approved 10/26/2017

NORTHERN CALIFORNIA STABLING AND VANNING

2018 FINANCIAL AND OPERATIONAL PLAN

Pursuant to California Business and Professional Code sections 19607.2 and 19607.3; the following Racing Associations and or Racing Fairs submit their plan with regards to the stabling and vanning program.

Golden Gate Fields:

Opt Out for all three race meets conducted at Golden Gate Fields

California Authority of Racing Fairs:

Opt Out for race meets conducted at the Alameda County Fair, California State Fair, Humboldt County Fair, and Big Fresno Fair.

Sonoma County Fair:

Opt Out for race meet conducted at Sonoma County Fair.

At the time of this plan's submission, the Northern California Stabling and Vanning fund's deficit has been paid in full.

Dba Golden Gate Fields	Inoroughbred Owners of California
Ву:	Ву:
Name:	Name:
Title:	Title:
Date:	Date:
California Authority of	Sonoma County Fair
Racing Fairs By: Lang Anton	Ву:
Name: LARRY A. Swartzlander	Name:
Title: Exec Dis	Title:
Date: 11-27-17	Date:

OTP Summer, State Fair, Humboldt, OTP Fall & Fresno Meets						2017	
2017 Consolidated Fair Purse Report						Over/Under	
						All Breeds	
						End of Meet	
Racing Fair Host Meet	Арру	Arabian	Mule	QH	TB		
OTP Summer		\$4,990	(\$731)	(\$1,262)	(\$153,677)	(\$150,680)	
State Fair	\$1	(\$10,171)	\$3,171	(\$3,977)	\$3,673	(\$7,303)	
Humboldt		(\$9,787)	(\$14,828)	\$265	(\$87,915)		
OTP Fall Meet	\$0	\$104	(\$17,231)	(\$7,040)	(\$175,684)	(\$199,851)	
Fresno	\$0	\$70	(\$4,740)	(\$3,493)	(\$89,983)	(\$98,146)	
2017 Current Over/Under	\$0	(\$14,793)	(\$34,359)	(\$15,508)	(\$503,586)	(\$568,245)	
2017 Projected Final Over/Under adjusted 22%						(\$443,231)	
2016 Overpayment						(\$362,490)	
2016 and 2017 Overpayment						(\$805,721)	
						(4=5+ 555)	
Reduce by ADW Deficit Refund \$44,415.42						(\$761,306)	
2018 Est overpayment (7% reduction from 45-42 days)						(\$412,204)	
Purse payment savings from opting out of Stabling						\$476,423	
Purse payment saving from dropping OTP Fall						\$153,884	
Saving from Humboldt 2017 unoverlap						\$88,000	
Additional Savings for Humboldt 2018 underpayment						\$170,000	
Estimated overpayment at end of 2018						(\$285,203)	
Cost per Fair for Overpayment Balance \$6,338 per race day (45 days)							
Oak Tree at Pleasanton Summer - 11 days						\$69,716	
Sacramento State Fair - 11 days						\$69,716	
Humboldt County Fair - 7 days						\$44,366	
Oak Tree at Pleasanton Fall - 7 days						\$44,366	
The Big Fresno Fair - 9 days						\$57,042	
Commissions savings from Stabling						\$476,423	
Cost for stabling						\$427,000	
ncreased cost for lost race days						\$69,963	
Commission loss for 2018						(\$20,540)	
Note: Commissions for Humboldt will increase 128,000							
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Updated by Larry Swartzlander 12-1-2017							
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CALIFORNIA AUTHORITY OF RACING FAIRS STATEMENT OF NET POSITION October 31, 2017

ASSETS	CURRENT YTD 10/31/17	PRIOR YTD 10/31/16	YEAR END 12/31/16
Cash - LAIF & Investments	1,170,355	1,557,508	1,662,238
Cash - Operating/Money Market	187,934	264,032	172,597
Cash - Trust	1,878,675	870,921	702,921
Marketable Securities	377,233	783,327	680,246
A/R - Member Dues	106,150	64,739	26,477
A/R - Programs South	33,457	16,999	20,076
A/R - Racing Fairs & Settlements	1,182,558	1,655,399	1,049,726
A/R - Other Receivables CMC,DRF,GGF	39,212	40,223	97,557
RECEIVABLE FROM HORSEMEN UNSECURED	7,444	0	0
Prepaids/Deposits	81,590	77,780	50,240
OPEB Assets	128,926	128,522	128,926
Total Current Assets	5,193,533	5,459,450	4,591,003
Fixed Assets			
Total Fixed Assets (Net of Depr.)	9,147	9,580	7,807
TOTAL ASSETS	5,202,680	5,469,030	4,598,810
DEFERRED OUTFLOWS OF RESOURCES,GASB68	132,900	74,942	\$132,900
LIABILITIES			
A/P & Withholdings	571,678	871,477	1,419,706
Compensated Leave Accruals	49,441	140,515	49,441
A/P - Program Royalties to Host	19,518	10,098	20,412
Racing Distributions	2,644,992	2,011,772	161,661
Purses	(859,950)	(670,885)	(224,335)
Track Safety & Maintenance Program	(141,934)	(141,934)	(141,934)
Horsemens Recruitment Programs	13,927	(2,469)	21,227
LOU-5 - Symposium Funds	1,871	1,871	1,871
Revenue Generating Project Funds	494,710	418,158	414,194
Augmentation Funds	495,883	569,047	569,379
Change Fund	1,014,000	1,014,000	1,014,000
FAIRS - Equipment Replacement Funds	183,050	633,054	633,416
NET PENSION LIABILITY, GASB68	587,914	376,158	587,914
TOTAL CURRENT & NONCURRENT LIAB.	5,075,100	5,230,862	\$4,526,952
DEFERRED INFLOWS OF RESOURCES, GASB68	57,444	87,082	\$57,444
NET POSITION			
Agency Fund Equity	659,772	576,744	576,744
Reserves, GASB68	(512,458)	(388,298)	(388,298)
Net Income/(Net Loss)	56,090	37,582	(41,131)
TOTAL NET POSITION	203,402	226,028	\$147,313
	Net Investment in ca		7,807
	Restricted Net OPEI		128,926
	Agency Unrestricted	!	523,038
	Reserves, GASB 68	_	(512,458)
	TOTAL NET POS	ITION _	147,313



California Authority of Racing Fairs Agency Income Statement 2017 Estimated Year End with 2018 Budget

	2015 Year End Actual	2016 Year End Actual	2017 Jan-Oct YTD	2017 Estimated Year End	2017 Annual Budget	2017 Budget Variance	2017 % Budget	2018 Proposed Budget
Revenue:		1200000		1001 2110	2 aager	, 41141100		Duager
Other Revenue/OPEB trust Reimb	32,322	30,591	28,447	39,000	39,000	0	100%	39,000
Interest Income	6,600	5,833	310	500	2,500	(2,000)	20%	500
Member Dues	220,215	197,186	194,787	194,787	195,267	(480)	100%	192,388
CARF South Prog Admin Fee	11,326	9,386	4,521	5,500	9,750	(4,250)	56%	8,625
CARF Live Racing Agency Allocation	252,551	299,797	224,848	299,797	299,797	0	100%	299,797
Total Revenue	522,739	542,793	449,063	539,584	546,314	(6,730)	99%	540,310
Expenses:								
Salaries	187,490	144,221	134,602	186,356	197,594	11,238	94%	197,605
Employee Benefits	19,572	24,197	21,377	25,978	28,736	2,758	90%	29,360
Post Retirement Benefits	28,851	29,783	34,455	38,074	38,204	130	100%	38,204
Payroll Taxes	18,929	26,185	23,092	30,098	30,293	195	99%	31,469
Accounting Costs	17,063	16,587	13,250	17,500	17,500	0	100%	17,500
Audit Services	6,775	13,538	6,575	6,575	6,775	200	97%	6,775
Automobile Expense	5,715	4,968	1,984	2,484	5,000	2,516	50%	4,000
Contracted Services	1,130	120	1,834	2,034	2,000	(34)	102%	2,000
Depreciation	18,137	10,338	1,720	3,350	7,500	4,150	45%	4,000
Dues & Subscriptions	1,313	1,206	1,172	1,172	1,300	128	90%	1,300
Insurance Expense	46,224	48,192	44,315	52,480	50,000	(2,480)	105%	53,000
Legal Expenses	19,949	14,753	19,500	24,000	25,000	1,000	96%	25,000
Legislative Expenses	45,596	45,623	34,337	45,587	45,500	(87)	100%	45,500
Meetings Expense	2,495	2,619	3,246	3,546	3,000	(546)	118%	4,000
Misc. (Ag Day Sponsor)	835	890	395	415	1,000	585	41%	1,000
Office Supplies	19,878	17,557	13,962	16,816	21,000	4,184	80%	18,000
Postage & Shipping	1,175	1,536	478	978	2,000	1,022	49%	1,500
Rent (Tribute Road)	35,770	35,770	29,808	35,770	35,770	0	100%	35,770
Repairs & Maintenance	0	0	0	0	500	500	0%	500
Telephone Expense	8,718	7,567	5,633	6,633	8,000	1,367	83%	8,000
Training	604	302	129	129	1,000	871	13%	1,000
Travel Expense	16,015	11,609	3,923	7,923	18,000	10,077	44%	10,000
Total Expenses	502,235	457,558	395,785	507,897	545,673	149,888	93%	535,484
Agency Income (Loss)	20,504	85,235	53,278	31,687	642	31,045		4,827
Southern Prog Income (Loss)	1,470	1,894	2,810	2,831	1,250	(6,919)		1,375
Total Bal Sheet Net Income (Loss)	21,974	87,129	56,090	34,519	1,892	24,127		6,202



California Authority of Racing Fairs Southern Region Income Statement 2017 Estimated Year End with 2018 Budget

	2015	2016	2017	2017	2017	2017	2017	2018
	Year End		Jan-Oct	Estimated	Annual	Budget	% Budget	Proposed
	Actual	Actual	YTD	Year End	Budget	Variance		Budget
Program Revenue:								
Program Sales	152,647	125,152	93,733	111,733	130,000	(18,267)	86%	115,000
Other Revenue	0	0	0		0	0	0%	0
Royalties/Fees Due Host	(139,851)	(113,872)	(86,401)	(103,401)	(119,000)	15,599	87%	(105,000)
Total Revenue	12,796	11,280	7,331	8,331	11,000	(2,669)	76%	10,000
Expenses:								
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
Operating Income (Loss)	12,796	11,280	7,331	8,331	11,000	(2,669)	76%	10,000
CARF Admin Fee	11,326	9,386	4,521	5,500	9,750	4,250	56%	8,625
Rebate								
Income (Loss)	1,470	1,894	2,810	2,831	1,250	(6,919)	226%	1,375



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

2017 Race Meet	Pleasanton	Sacramento	Humboldt	OTP Fall	Fresno	Total
Tote Handle	\$19,621,025	\$14,529,449	\$2,431,629	\$9,682,914	\$12,887,936	\$59,152,953
ADW Handle	\$9,465,710	\$8,935,501	\$2,097,329	\$4,607,072	\$4,830,236	\$29,935,849
All Handle Total	\$29,086,735	\$23,464,950	\$4,528,958	\$14,289,986	\$17,718,172	\$89,088,801
REVENUE:						
Takeout	4,188,667	3,065,831	461,122	2,093,483	2,752,011	12,561,114
Programs	16,666	16,918		8,550	11,225	53,359
Summarized Revenues	121,454	101,984	32,453	67,723	69,494	393,108
ADW (California & Exports)	1,083,273	1,034,462	248,488	541,968	569,190	3,477,380
Total	5,410,060	4,219,194	742,062	2,711,724	3,401,920	16,484,960
EXPENSES:						
2017 Circuit Billing	165,813	165,813	105,703	120,599	136,906	694,834
2017 Jan-June Billbacks	39,652	24,711	5,438	4,721	6,368	80,890
2017 July-September Billbacks	113,754	92,581	58,897	83,931	49,544	398,707
2017 Oct-December Billbacks, RTM	,	,	,	55,55	,	0
Relocation Costs	9,090	9,090	9,090	9,090	9,090	45,450
Total Track Expenses	328,309	292,195	179,128	218,341	201,908	1,219,881
Revenues Generated and Paid through CARF						
Total Purses Revenue	1,398,722	1,098,731	210,077	656,756	866,705	4,230,990
Total Track Commissions Revenue	1,176,225	942,248	163,471	566,860	721,567	3,570,371
TOTAL PURSES/FAIR COMMISSIONS	2,574,947	2,040,979	373,548	1,223,616	1,588,272	7,801,361



California Authority of Racing Fairs Live Racing Income Statement

2017 Estimated Year End with 2018 Budget

		iated-Year End 2016=43 days		ouaget 2017=45 days				2018=42 days
	2015=44 days 2	2010=43 days 2016	2017		2017	2017	2017	•
				2017				2018
	Year End Actual	Year End Actual	Jan-Oct YTD	Estimated Year End	Annual Budget	Budget Variance	% Budget	Proposed Budget
Revenues:	Actual	Actual	110	rear Enu	Duuget	variance		Duagei
Revenues.								
Reimb. From Live Racing Fairs	1,220,743	1,346,671	1,157,939	1,315,995	1,381,376	(65,381)	95%	\$1,445,678
Operating Expenses:								
Salaries	384,535	424,636	302,306	366,808	364,104	2,704	101%	365,583
Employee Benefits	46,576	54,746	43,862	52,561	49,551	3,010	106%	50,607
Payroll Taxes	46,576	61,350	54,597	66,063	60,656	5,407	109%	67,289
Accounting Costs	48,750	48,853	36,563	48,900	48,900	0	100%	48,900
Audit Services	20,325	20,813	20,813	20,813	20,500	313	102%	20,800
Automobile Expense	1,502	3,017	242	500	3,000	(2,500)	17%	3,000
Legal Expenses	0	0	0	0	5,000	(5,000)	0%	1,000
Meetings Expense	622	554	437	600	1,000	(400)	60%	1,000
Telephone Expense	6,183	3,366	850	4,606	6,000	(1,394)	77%	6,000
Travel Expense	39,189	44,336	35,421	40,421	40,000	421	101%	45,000
Sub-Totals	594,258	661,671	495,089	601,271	598,711	(2,560)	100%	609,179
Racing Support Services:								
Announcer	30,200	22,925	25,750	25,750	35,000	(9,250)	74%	32900
Condition Bk/Program Cover	15,505	14,853	11,081	11,081	17,000	(5,919)	65%	15000
Racing Operations Support	80,804	62,972	58,837	59,837	80,000	(20,163)	75%	75200
TC02 Testing	12,698	8,621	19,950	21,000	7,500	13,500	280%	20680
Marketing/Web Devel	120	1,100	1,435	2,935	1,000	1,935	294%	3000
Paymaster Operations	5,163	6,373	5,701	6,201	6,500	(299)	95%	6500
Program Production	164,907	158,344	114,682	121,682	170,000	(48,318)	72%	159800
Racing Office System	29,822	20,029	8,434	10,434	30,000	(19,566)	35%	18800
Recruitment	4,977	5,452	5,703	6,703	15,000	(8,297)	45%	15000
Jumbo Screen	96,900	94,350	68,850	68,850	100,000	(31,150)	69%	94000
Supplies	17,752	16,001	17,744	18,244	15,000	3,244	122%	19000
Tattooing	18,101	16,906	8,402	13,402	20,000	(6,598)	67%	17000
Timing/Clocker	13,162	12,035	13,113	13,113	18,000	(4,887)	73%	16920
Transportation	2,740	2,072	1,700	2,200	3,000	(800)	73%	3000
TV Production/Simulcast	71,456	120,691	156,043	157,043	75,000	82,043	209%	150400
RTM ALLOCATION (MAINT)	131,165	123,259	95,530	109,953	116,500	(6,547)	94%	116500
RTM TRANSPORTATION	0	56,373	61,685	69,185	70,000	(815)	99%	75000
RTM PRIOR YEAR LOAN	0	0	0	0	56,165	(56,165)	0%	0
RTM SUPPORT COSTS	46,286	61,745	107,060	115,960	62,000	53,960	187%	112800
Sub-Totals	741,759	804,101	781,700	833,573	897,665	(64,092)	93%	951,500
Total Gross Expenses	1,336,017	1,465,772	1,276,789	1,434,845	1,496,376	61,532	96%	1,560,679
Augmentation LRF	75,000	75,000	75,000	75,000	75,000	0	100%	75,000
NCOTWINC Reimbursement	40,000	40,000	40,000	40,000	40,000	0	100%	40,000
Other Reimb Revenue								
Advertising Revenue			3,850	3,850				
Total Net Expenses	1,221,017	1,350,772	1,157,939	1,315,995	1,381,375			1,445,678

Proposed 2018 MEMBER DUES BASED ON 2017 HANDLE

Oct 19, 2016 to October 17, 2017

2018 CARF MEMBER FAIRS TOTAL HANDLE

		run takeout s	ummary report	for each host			2017 handle	Approved	Approved	Proposed
	Off-Track	On-Track	Out-of-State	Off Track	\mathbf{ADW}	Total	% of	2016	2017	2018
Location	S/W Handle	Handle	Handle	Handle	Handle	Handle	Total	Dues	Dues	
Anderson	501,409					501,409	0.172%	2,879	2,879	
Tulare	0					0	0.000%			
Shalimar (Indio)	0					0	0.000%	0		
Monterey	4,555,834					4,555,834	1.559%	6,717	6,717	6,717
Turlock	0					0	0.000%	6,717	6,717	6,717
Bakersfield	0					0	0.000%	0		
Victorville	5,028,768					5,028,768	1.720%	6,717	6,717	6,717
Ferndale	161,317	540,653	1,350,920	540,056	2,097,329	4,690,275	1.605%	6,717	6,717	6,717
Lake Perris	9,189,632					9,189,632	3.144%	0		
Lancaster	10,433,766					10,433,766	3.570%	14,393	14,393	14,393
Vallejo	11,708,537					11,708,537	4.006%	14,393	0	
Stockton	15,084,392	0	0	0	0	15,084,392	5.161%	17,991	14,393	14,393
Ventura	12,889,264					12,889,264	4.410%	17,991	17,991	17,991
San Bernardino	18,623,974					18,623,974	6.372%	17,991	17,991	17,991
Fresno	8,181,941	2,538,701	3,729,555	6,619,680	4,830,236	25,900,112	8.861%	17,991	17,991	17,991
San Jose	24,434,036					24,434,036	8.359%	17,991	17,991	17,991
Sacramento	18,470,025	2,037,887	2,822,743	9,668,818	8,935,501	41,934,975	14.347%	21,590	21,590	21,590
Pleasanton	25,388,212	4,615,883	4,915,456	10,089,686	9,465,710	54,474,948	18.637%	21,590	21,590	21,590
San Mateo	52,847,786					52,847,786	18.080%	21,590	21,590	21,590
Totals	217,498,894	9,733,125	12,818,674	26,918,239	25,328,776	292,297,709	100%	213,258	195,267	192,388
OTP Fall		1,478,000	2,755,771	5,449,143	4,607,072	14,289,986				
Pleasanton & OTP Fall	25,388,212	6,093,883	7,671,227	15,538,829	14,072,782	68,764,933				

2018

Yearly Calendar

	January											
Su	М	Tu	W	Th	F	Sa						
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	February										
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	March										
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	April										
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	May										
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July										
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2019

Yearly Calendar

January								
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	April								
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September							
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October							
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December							
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