



PREPARED BY:
CALIFORNIA AUTHORITY OF RACING FAIRS
CHRISTOPHER KORBY, EXECUTIVE DIRECTOR



*A program to recruit,
retain and recognize
horsemen on the
Northern California
racing circuit.*

2013

RECRUITMENT • RETENTION • RECOGNITION

RECRUITMENT REPORT

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PROGRAM EXECUTION

**Christopher Korby - Executive Director
California Authority of Racing Fairs**

**Larry Swartzlander - COO
California Authority of Racing Fairs**

**Tom Doutrich - Racing Secretary
California Authority of Racing Fairs**

**Victoria Layne - Paymaster of Purses
California Authority of Racing Fairs**



INTRODUCTION

► In 2001, CARF developed a program to actively recruit out-of-state owners, trainers and horses to compete on the Northern California Summer Racing Circuit. The goal of the program was simple: increase the field size for summer racing in Northern California.

In order to accomplish this goal, CARF set three objectives for the initial program: 1) inform and educate horsemen in other jurisdictions about the benefits of racing in California, 2) retain horsemen who have elected to compete in Northern California in previous years, and 3) offer financial incentives to assist horsemen with the cost of shipping horses to Northern California.

The CARF recruitment program proved successful in bringing horsemen to California and increasing field size. From 2001 to 2012, the CARF recruitment program paid more than \$431,000 in shipping incentives to horses that made upwards of 3,700 starts.

The landscape of racing in California has changed dramatically since the recruitment program's inception in 2001. We're finding that retention and recognition of horsemen have become just as important as recruitment. Consequently, we're adjusting the incentives in our program so that the elements of **recruitment**, **retention** and **recognition** will each contribute to the program's primary objective: increase field size.

We're pleased to report that the changes to our program in 2013 were met with positive response from horsemen. Once again this year, the program proved itself to be a successful component of our summer racing in Northern California.

In closing, we want to express our sincere thanks to all the owners and trainers who participated in our meets this last year and extend a cordial invitation to join us again in 2014.

CHRISTOPHER KORBY
EXECUTIVE DIRECTOR
CALIFORNIA AUTHORITY OF RACING FAIRS

OUR STRATEGY

The 2013 CARF Recruitment Program was expanded to include recruitment, starter incentives and a VIP Horsemen's program.

RECRUITMENT OUT-OF-STATE SHIPPING INCENTIVES

► Each spring since 2001, CARF has scheduled a series of out-of-state recruitment visits to personally meet one-on-one with horsemen in other jurisdictions and invite them to compete in Northern California for the summer.

To give extra meaning to our invitation and to financially assist horsemen who choose to ship to our circuit, CARF pays a \$300 Relocation Fee to the designated payee of any horse making its first start after shipping over 600 miles. A qualifying runner making its second start on the Fair Circuit will receive \$150.

RETENTION STARTER INCENTIVES & FIELD SIZE

► In an effort to retain Northern California trainers, maximize field size and offset the cost of shipping outside of the Bay Area, CARF offered a \$1,000 incentive for trainers making 10 or more starts at select Fairs (Cal Expo, Stockton and Fresno). Trainers making 5-9 starts received a \$500 bonus. This program realized a 49% increase in the number of entries made by qualifying trainers and a 46% increase in the number of starts.

RECOGNITION HORSEMEN VIP PROGRAM

► The CARF VIP Horsemen's Program provides horsemen with a single set of parking and admission credentials for the CARF Fair Circuit. The VIP Horsemen database is also used to distribute a welcome packet of information prior to the Fairs and fuel cards that are redeemable through the Paymaster's office.

1

CARF paid \$45,900 in relocation fees to 129 horses which made 282 starts on the 2013 Fair Circuit.



2

CARF paid \$51,500 in trainer incentives to trainers who made 668 starts at Cal Expo, Stockton and Fresno.



3

The CARF VIP Horsemen credentials simplify many of the logistical challenges horsemen face moving Fair to Fair.



PROGRAM BUDGET

► The CARF Recruitment Program is funded by allocations from member Fairs and from the California Marketing Committee (CMC).

In 2013, staff decided to forego the traditional out-of-state recruitment trips, receptions and dinners in favor of a direct mail piece to our database of out-of-state horsemen developed over the past 12 years during trips to Arizona, Oregon, Idaho and Washington.

Funds that normally would have been allocated for recruitment trips were instead redirected to develop a new Starter Incentive Program. This program was developed to retain Northern California trainers and increase field size at Fairs that require horsemen to ship outside of the Bay Area.



EXPENSE TYPE	2013 COST
RECRUITMENT (600 or more miles)	
Recruitment - Travel & Receptions	0
Relocation Fees Paid	45,900
Out-of-State Trainer Incentives	6,000
Advertising - Out-of-State Recruitment	14,768
RETENTION & FIELD SIZE	
Starter Incentive (Cal Expo)	21,000
Starter Incentive (Stockton)	10,000
Starter Incentive (Fresno)	20,500
RECOGNITION - VIP PROGRAM	
Hard Costs (Badges & Parking Tags)	2,987
Fuel Cards	7,400
TOTAL 2013 RECRUITMENT PROGRAM	128,555

RECRUITMENT RESULTS

▶ The CARF Out-of-State Recruitment Program, administered by the California Authority of Racing Fairs staff, makes available \$300 to every horse that travels 600 miles or more to start on the Northern California Fair Circuit for its first start and \$150 for its second start (\$450 total). A runner making its first start at Ferndale receives \$150 for each of two starts, with another \$150 available if the horse starts again at Stockton and/or Fresno.

During recruiting efforts prior to our first meet, horsemen are notified of the program and invited to visit or call the paymaster when running an out-of-state horse. The paymaster maintains a ledger of eligible horses and verifies by past performances or Coggins test paperwork that the horse has traveled 600 miles or more to run on the Fairs. Payment is made by a transfer into the account of the owner or trainer of the horse.

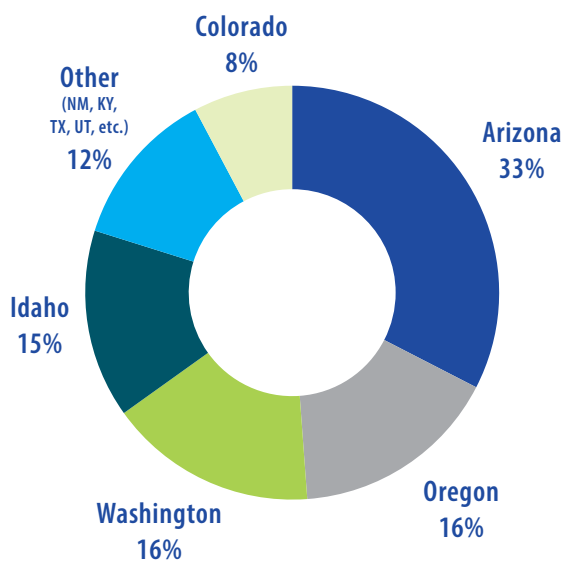
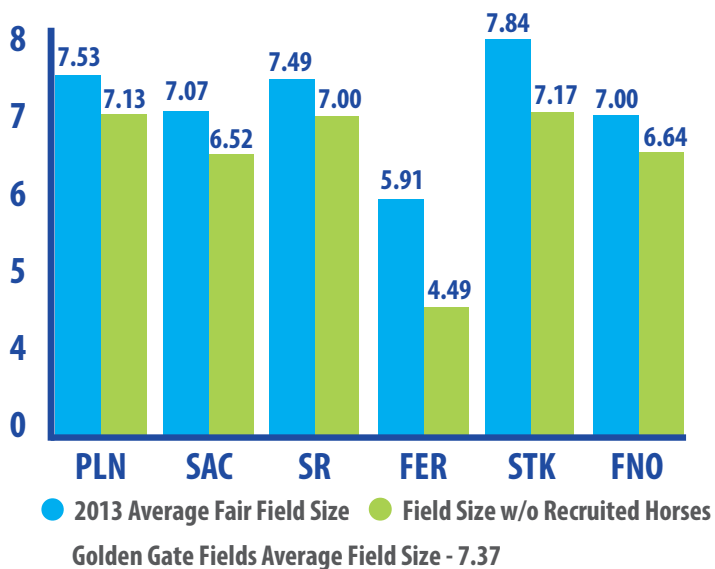


OUT-OF-STATE STARTS BY FAIR: Pleasanton - 46, Sacramento - 40, Santa Rosa - 56, Ferndale - 75, Stockton - 34, Fresno - 31



Impact of Recruited Horses on Field Size

Recruitment by State



RETENTION RESULTS

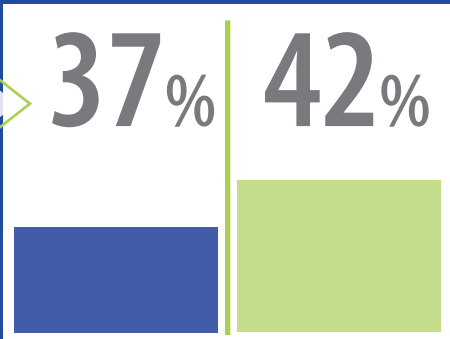


In an effort to retain Northern California trainers, maximize field size and offset the cost of shipping outside of the Bay Area, CARF offered a \$1,000 incentive for trainers making 10 or more starts at select Fairs (Cal Expo, Stockton and Fresno). Trainers making 5-9 starts received a \$500 bonus. This program realized a 49% increase in the number of entries made by qualifying trainers and a 46% increase in the number of starts.



CAL EXPO - 34 TRAINERS QUALIFIED FOR THE STARTER INCENTIVE PROGRAM.

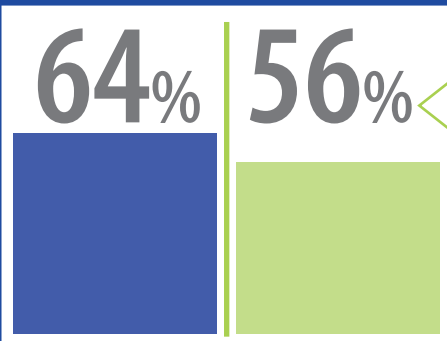
Entries by these trainers were up 37% (336 in 2012 compared to 460 in 2013) and starts were up 42% (183 in 2012 compared to 259 in 2013). Thoroughbred field size for the meet increased from 6.73 in 2012 to 7.24 in 2013.



64% | 56%

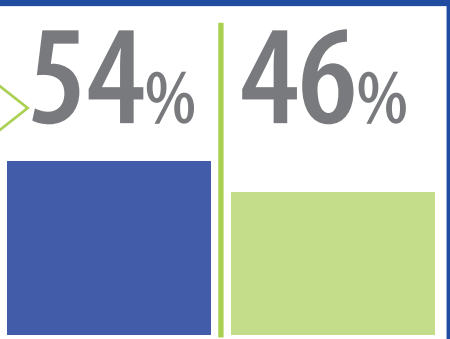
STOCKTON - 19 TRAINERS QUALIFIED FOR THE STARTER INCENTIVE PROGRAM.

With two days less racing, entries by these trainers were up 64% (140 in 2012 compared to 229 in 2013) and starts were up 56% (82 in 2012 compared to 128 in 2013). Thoroughbred field size for the meet increased from 6.92 in 2012 to 8.19 in 2013.



FRESNO - 32 TRAINERS QUALIFIED FOR THE STARTER INCENTIVE PROGRAM.

Entries by these trainers were up 54% (336 in 2012 compared to 518 in 2013) and starts were up 46% (192 in 2012 compared to 281 in 2013).



RECOGNITION - VIP

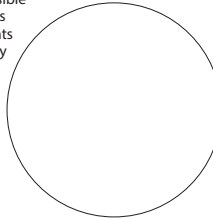
hang on rearview mirror facing forward



hang on rearview mirror facing forward

Fairs are not responsible for damage to or loss of vehicle, its contents or accessories for any reason whatsoever.

Improperly parked vehicles may be impounded at owner's expense



HUMBOLDT COUNTY FAIR



ALAMEDA COUNTY FAIR (Pleasanton)

From 680, take Bernal Exit East to Valley Avenue and enter Gate 12 on the right. Continue straight until the road dead-ends and park in either the VIP Lot or to the right in the Owner/Trainer Lot.

CALIFORNIA STATE FAIR (Sacramento)

From Exposition Blvd., turn south on Ethan Way (at Chevron Station) to Cal Expo Gate 12 at the junction of Ethan Way and Hurley Way. Parking is available on a first come first served basis in Lot 17 across the back road from the south turn of the racetrack.

HUMBOLDT COUNTY FAIR (Ferndale)

From Main Street, turn west onto Van Ness Street and enter the Horsemens Gate on the left. Park near the Racing Office.

SAN JOAQUIN COUNTY FAIR (Stockton)

Enter Gate 5 on Charter Ave (next to the Corp Yard). The Parking lot is next to the Jock's Room, south of the Grandstand. Racing Office parking is off Gate 2 on B Street.

BIG FRESNO FAIR (Fresno)

Enter the Butler Avenue Gate at Maple Avenue. Park in the designated area on Butler Avenue near the Racing Office.



Thank you for racing at our Fairs



This badge grants special grounds access to VIP Horsemens. Special accommodations and events will vary by location. Please refer to the brochure in your welcome packet or call for details.

TOM DOUTRICH
(415) 271-4613

LARRY SWARTZLANDER
(916) 799-7084



Thank you for racing at our Fairs



New Incentives
FOR STARTING ON THE 2013 NORTHERN CALIFORNIA CARF FAIR CIRCUIT



www.CalFairs.com

- \$50 Starter Bonus for each start.
- \$1,000 Bonus for Trainers making 10 starts during Cal Expo, Stockton and Fresno. Trainers making 5 starts will receive a \$500 bonus.
- Out-of-State Horses - \$300 1st start, \$150 2nd Start (\$150/\$150 at Ferndale).

Call Tom Doutrich for details. (415) 271-4613

Transaction Type Report
For Types: RE
From 06/01/2013 To 01/15/2014

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CARF

Facilities: CARF

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Fac.	Date	From	Account Name	To	Account Name	Amount	Memo
Relocation Costs							
CRF	6/20/2013	30636	Relocation Costs	39904	Bobby L Pate	500.00	Per T. Doutrich
CRF	6/20/2013	30636	Relocation Costs	39926	Stephen R. Koler	500.00	Per T. Doutrich
CRF	6/20/2013	30636	Relocation Costs	39927	Stephen C. Fisher	500.00	Per T. Doutrich
CRF	6/21/2013	30636	Relocation Costs	39962	Joe Lejzerowicz	300.00	Leona Pegasus
CRF	6/21/2013	30636	Relocation Costs	38992	Ryan Kenney	300.00	Ruler's Peaches
CRF	6/22/2013	30636	Relocation Costs	39904	Bobby L Pate	300.00	Diamond Touch
CRF	6/22/2013	30636	Relocation Costs	39893	Ronald D. Taylor-Williams	300.00	Lobo Del Desierto
CRF	6/22/2013	30636	Relocation Costs	39927	Stephen C. Fisher	300.00	American Council
CRF	6/23/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Dontwiseupadummy
CRF	6/23/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Le' Heat
CRF	6/24/2013	30636	Relocation Costs	39927	Stephen C. Fisher	300.00	Stopin Memo
CRF	6/24/2013	30636	Relocation Costs	39927	Stephen C. Fisher	300.00	Gold Boom
CRF	6/24/2013	30636	Relocation Costs	39927	Stephen C. Fisher	300.00	Solar Tex
CRF	6/24/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Bam Zoom
CRF	6/27/2013	30636	Relocation Costs	33235	Mike D Thomas	300.00	Shanghai Voyage
CRF	6/28/2013	30636	Relocation Costs	39970	Donna Duarte	300.00	Raise Again
CRF	6/29/2013	30636	Relocation Costs	10150	Allen J. Aldrich	300.00	Tiger Cat
CRF	6/29/2013	30636	Relocation Costs	37191	Dan Morgan	300.00	Kisses for Kate
CRF	6/29/2013	30636	Relocation Costs	39904	Bobby L Pate	300.00	Gone Digital
CRF	6/29/2013	30636	Relocation Costs	37191	Dan Morgan	300.00	Your Special Day
CRF	6/30/2013	30636	Relocation Costs	39927	Stephen C. Fisher	300.00	Willapa
CRF	6/30/2013	30636	Relocation Costs	39983	Jack Zaborac	300.00	Skye Memo
CRF	6/30/2013	30636	Relocation Costs	39983	Jack Zaborac	300.00	Flying Jack
CRF	6/30/2013	30636	Relocation Costs	40060	Gloria Ballestrasse or Terry Morris	300.00	Decisive Fact
CRF	7/4/2013	30636	Relocation Costs	39927	Stephen C. Fisher	300.00	I.B. Dreamin'
CRF	7/5/2013	30636	Relocation Costs	28358	Ruby Thomas	300.00	Buck's Dance
CRF	7/6/2013	30636	Relocation Costs	40028	Abel Borg	300.00	Hitdamark
CRF	7/6/2013	30636	Relocation Costs	39983	Jack Zaborac	300.00	Pengrove
CRF	7/12/2013	30636	Relocation Costs	40136	Rockingham Ranch	500.00	Per T. Doutrich
CRF	7/13/2013	30636	Relocation Costs	10150	Allen J. Aldrich	150.00	Tiger Cat
CRF	7/13/2013	30636	Relocation Costs	40102	A & D Racing Stable	300.00	Per T. Doutrich
CRF	7/13/2013	30636	Relocation Costs	40102	A & D Racing Stable	300.00	Latin Coffee
CRF	7/13/2013	30636	Relocation Costs	40102	A & D Racing Stable	300.00	Play N Win
CRF	7/13/2013	30636	Relocation Costs	40102	A & D Racing Stable	300.00	Rondo Hondo
CRF	7/13/2013	30636	Relocation Costs	35449	Sam A Vasquez	300.00	Bo Golly Its Hot
CRF	7/13/2013	30636	Relocation Costs	35449	Sam A Vasquez	300.00	Mufv It On Over
CRF	7/13/2013	30636	Relocation Costs	35449	Sam A Vasquez	300.00	Lenas Hot Philly
CRF	7/13/2013	30636	Relocation Costs	35449	Sam A Vasquez	150.00	Lenas Hot Philly
CRF	7/13/2013	30636	Relocation Costs	35449	Sam A Vasquez	150.00	Mufv It On Over
CRF	7/13/2013	30636	Relocation Costs	35449	Sam A Vasquez	300.00	Sammy V
CRF	7/13/2013	30636	Relocation Costs	35449	Sam A Vasquez	300.00	Golly Bret
CRF	7/13/2013	30636	Relocation Costs	35449	Sam A Vasquez	300.00	My Vaz Is Hot
CRF	7/13/2013	30636	Relocation Costs	35449	Sam A Vasquez	300.00	Laurie Lu
CRF	7/13/2013	30636	Relocation Costs	39927	Stephen C. Fisher	150.00	Gold Boom
CRF	7/13/2013	30636	Relocation Costs	38992	Ryan Kenney	150.00	Ruler's Peaches
CRF	7/13/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Given Episode
CRF	7/13/2013	30636	Relocation Costs	39983	Jack Zaborac	150.00	Flying Jack
CRF	7/14/2013	30636	Relocation Costs	36832	Charles E Hiatt	300.00	Cause Hesa Pistol
CRF	7/14/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Lady Roll On
CRF	7/14/2013	30636	Relocation Costs	39927	Stephen C. Fisher	150.00	Stopin Memo
CRF	7/14/2013	30636	Relocation Costs	37191	Dan Morgan	150.00	Your Special Day
CRF	7/15/2013	30636	Relocation Costs	39927	Stephen C. Fisher	300.00	Overtime Victory
CRF	7/15/2013	30636	Relocation Costs	39927	Stephen C. Fisher	150.00	Solar Tex
CRF	7/15/2013	30636	Relocation Costs	36832	Charles E Hiatt	300.00	Imfixintowin
CRF	7/15/2013	30636	Relocation Costs	39904	Bobby L Pate	150.00	Diamond Touch
CRF	7/15/2013	30636	Relocation Costs	37150	Terri Eaton	300.00	Last Draw
CRF	7/15/2013	30636	Relocation Costs	37150	Terri Eaton	150.00	Last Draw
CRF	7/15/2013	30636	Relocation Costs	37150	Terri Eaton	300.00	Millennium Brew
CRF	7/15/2013	30636	Relocation Costs	37150	Terri Eaton	150.00	Millennium Brew

Transaction Type Report
For Types: RE
From 06/01/2013 To 01/15/2014

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Fac.	Date	From	Account Name	To	Account Name	Amount	Memo
CRF	7/15/2013	30636	Relocation Costs	37150	Terri Eaton	300.00	Tyme Champ
CRF	7/15/2013	30636	Relocation Costs	37150	Terri Eaton	300.00	Palisades Dawn
CRF	7/15/2013	30636	Relocation Costs	37150	Terri Eaton	300.00	Idoitmyway Baby
CRF	7/17/2013	30636	Relocation Costs	38070	Humberto P. Loma	300.00	Per T. Doutrich
CRF	7/18/2013	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Le' Heat
CRF	7/18/2013	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Bam Zoom
CRF	7/18/2013	30636	Relocation Costs	40060	Gloria Ballestrasse or Terry Morris	150.00	Decisive Fact
CRF	7/18/2013	30636	Relocation Costs	40102	A & D Racing Stable	300.00	Our Magic Couple
CRF	7/18/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Rulloke
CRF	7/18/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Steam Fitter
CRF	7/18/2013	30636	Relocation Costs	37150	Terri Eaton	150.00	Tyme Champ
CRF	7/20/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Raggin Wood
CRF	7/20/2013	30636	Relocation Costs	37196	Helen Shelley	300.00	Ayers
CRF	7/20/2013	30636	Relocation Costs	37196	Helen Shelley	150.00	Ayers
CRF	7/21/2013	30636	Relocation Costs	33235	Mike D Thomas	150.00	Shanghai Voyage
CRF	7/21/2013	30636	Relocation Costs	35449	Sam A Vasquez	150.00	Laurie Lu
CRF	7/21/2013	30636	Relocation Costs	39927	Stephen C. Fisher	150.00	Overtime Victory
CRF	7/21/2013	30636	Relocation Costs	39904	Bobby L Pate	150.00	Gone Digital
CRF	7/21/2013	30636	Relocation Costs	40102	A & D Racing Stable	300.00	Maria Lake
CRF	7/21/2013	30636	Relocation Costs	28358	Ruby Thomas	150.00	Buck's Dance
CRF	7/21/2013	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Paris in April
CRF	7/22/2013	30636	Relocation Costs	30072	Nancy Klapatch	300.00	Focus Now
CRF	7/22/2013	30636	Relocation Costs	31305	Nancy Klapatch (lessee)	300.00	Old Standard
CRF	7/22/2013	30636	Relocation Costs	35449	Sam A Vasquez	150.00	By Golly Its Hot
CRF	7/22/2013	30636	Relocation Costs	39983	Jack Zaborac	150.00	Skye Memo
CRF	7/22/2013	30636	Relocation Costs	39927	Stephen C. Fisher	150.00	American Council
CRF	7/27/2013	30636	Relocation Costs	37150	Terri Eaton	150.00	Palisades Dawn
CRF	7/27/2013	30636	Relocation Costs	37150	Terri Eaton	150.00	Idoitmyway Baby
CRF	7/27/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Gannicus
CRF	7/28/2013	30636	Relocation Costs	36832	Charles E Hiatt	150.00	Imfixintowin
CRF	7/28/2013	30636	Relocation Costs	39927	Stephen C. Fisher	150.00	Willapa
CRF	7/28/2013	30636	Relocation Costs	36832	Charles E Hiatt	300.00	Snow Glo
CRF	7/28/2013	30636	Relocation Costs	40246	Tim McCanna or Ray McCanna	300.00	Our Man Clint
CRF	7/29/2013	30636	Relocation Costs	37326	Denise Gero	300.00	Littleman John
CRF	7/31/2013	30636	Relocation Costs	40102	A & D Racing Stable	150.00	Latin Coffee
CRF	7/31/2013	30636	Relocation Costs	40102	A & D Racing Stable	150.00	Rondo Hondo
CRF	8/2/2013	30636	Relocation Costs	37191	Dan Morgan	150.00	Kisses for Kate
CRF	8/3/2013	30636	Relocation Costs	31305	Nancy Klapatch (lessee)	150.00	Old Standard
CRF	8/3/2013	30636	Relocation Costs	30072	Nancy Klapatch	150.00	Focus Now
CRF	8/7/2013	30636	Relocation Costs	40028	Abel Borg	300.00	My Kaliber
CRF	8/7/2013	30636	Relocation Costs	40028	Abel Borg	300.00	Shahwaali
CRF	8/7/2013	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Rulloke
CRF	8/7/2013	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Steam Fitter
CRF	8/7/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Rhythm in May
CRF	8/7/2013	30636	Relocation Costs	39537	Gary C. Hughes	300.00	Atta Boy Lucky
CRF	8/8/2013	30636	Relocation Costs	39926	Stephen R. Koler	300.00	Step Aside Clyde
CRF	8/10/2013	30636	Relocation Costs	37326	Denise Gero	300.00	Alabama Boy
CRF	8/10/2013	30636	Relocation Costs	38434	Dean M. Mazzuca	300.00	Hardbody
CRF	8/10/2013	30636	Relocation Costs	39927	Stephen C. Fisher	300.00	Tizguinness
CRF	8/12/2013	30636	Relocation Costs	35449	Sam A Vasquez	150.00	My Vaz Is Hot
CRF	8/13/2013	30636	Relocation Costs	40102	A & D Racing Stable	150.00	Our Magic Couple
CRF	8/14/2013	30636	Relocation Costs	37152	Edward R. Freeman	500.00	Per T. Doutrich
CRF	8/14/2013	30636	Relocation Costs	38532	Margie Cantrell	300.00	Per T. Doutrich
CRF	8/14/2013	30636	Relocation Costs	38156	Leonard A. Espinoza	300.00	Per T. Doutrich
CRF	8/14/2013	30636	Relocation Costs	37070	Sally P Rivera	300.00	Per T. Doutrich
CRF	8/15/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Imasassytwo
CRF	8/15/2013	30636	Relocation Costs	37326	Denise Gero	150.00	Kawani Run
CRF	8/15/2013	30636	Relocation Costs	37326	Denise Gero	150.00	Lerret Star
CRF	8/17/2013	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Casual Encounter
CRF	8/17/2013	30636	Relocation Costs	28358	Ruby Thomas	150.00	Virginia Way
CRF	8/17/2013	30636	Relocation Costs	37326	Denise Gero	150.00	Littleman John

Transaction Type Report
For Types: RE
From 06/01/2013 To 01/15/2014

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CARF

Facilities: CARF

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Fac.	Date	From	Account Name	To	Account Name	Amount	Memo
CRF	8/18/2013	30636	Relocation Costs	40147	Ken Nolan	150.00	Salsa Boy
CRF	8/18/2013	30636	Relocation Costs	40147	Ken Nolan	150.00	Stroll for Us
CRF	8/18/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Colorful Tune
CRF	8/18/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Run to Ground
CRF	8/18/2013	30636	Relocation Costs	37890	Matties Racing Stable LLC	150.00	Wisest Cat
CRF	8/18/2013	30636	Relocation Costs	37890	Matties Racing Stable LLC	150.00	Mansion Mayhem
CRF	8/18/2013	30636	Relocation Costs	29501	Sandy Hanna	300.00	Merry Moon
CRF	8/18/2013	30636	Relocation Costs	29501	Sandy Hanna	300.00	I'll Try
CRF	8/18/2013	30636	Relocation Costs	29501	Sandy Hanna	150.00	I'll Try
CRF	8/18/2013	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Raggin Wood
CRF	8/18/2013	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Rhythm in May
CRF	8/18/2013	30636	Relocation Costs	37326	Denise Gero	150.00	Alabama Boy
CRF	8/18/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Color Me Tuff
CRF	8/18/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Imasassytwo
CRF	8/18/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Easy Six
CRF	8/18/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Captain Gavel
CRF	8/18/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Anisazi Maiden
CRF	8/18/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Whiskey Talks
CRF	8/18/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Phaedra's Song
CRF	8/18/2013	30636	Relocation Costs	37890	Matties Racing Stable LLC	150.00	R J's Prospect
CRF	8/18/2013	30636	Relocation Costs	40147	Ken Nolan	150.00	Back of the Bus
CRF	8/18/2013	30636	Relocation Costs	40147	Ken Nolan	150.00	Pete's Black Gold
CRF	8/18/2013	30636	Relocation Costs	40147	Ken Nolan	150.00	Ben's Starry Night
CRF	8/22/2013	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Gannicus
CRF	8/22/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Shame On Rosie
CRF	8/22/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Chocolate Starr
CRF	8/22/2013	30636	Relocation Costs	38156	Leonard A. Espinoza	150.00	Global Court
CRF	8/24/2013	30636	Relocation Costs	40028	Abel Borg	150.00	Shahwaali
CRF	8/24/2013	30636	Relocation Costs	40028	Abel Borg	150.00	My Kaliber
CRF	8/24/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Captain Gavel
CRF	8/24/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Phaedra's Song
CRF	8/24/2013	30636	Relocation Costs	40114	Mark K. Powell	300.00	So Big Is Better
CRF	8/24/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Low Expectations
CRF	8/24/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Diamonds Suzie Q.
CRF	8/24/2013	30636	Relocation Costs	40147	Ken Nolan	150.00	Salsa Boy
CRF	8/24/2013	30636	Relocation Costs	40147	Ken Nolan	150.00	Fighting City Hall
CRF	8/24/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Early Habit
CRF	8/24/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Colorful Tune
CRF	8/24/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Run to Ground
CRF	8/24/2013	30636	Relocation Costs	37890	Matties Racing Stable LLC	150.00	Mansion Mayhem
CRF	8/25/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Easy Six
CRF	8/25/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Shame On Rosie
CRF	8/25/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Anasazi Maiden
CRF	8/25/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Color Me Tuff
CRF	8/25/2013	30636	Relocation Costs	40114	Mark K. Powell	150.00	So Big Is Better
CRF	8/25/2013	30636	Relocation Costs	40147	Ken Nolan	150.00	Broulee Beach
CRF	8/25/2013	30636	Relocation Costs	40147	Ken Nolan	150.00	Ben's Starry Night
CRF	8/25/2013	30636	Relocation Costs	37890	Matties Racing Stable LLC	150.00	Wisest Cat
CRF	8/25/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Per T. Doutrich
CRF	9/6/2013	30636	Relocation Costs	37821	Gary D. Greiner	150.00	Tribal Money
CRF	9/6/2013	30636	Relocation Costs	37821	Gary D. Greiner	150.00	Bluegrass Chapp
CRF	9/6/2013	30636	Relocation Costs	37821	Gary D. Greiner	150.00	Tudor Blue
CRF	9/21/2013	30636	Relocation Costs	40084	James O. Meredith	150.00	Luv's a Courting
CRF	9/21/2013	30636	Relocation Costs	39708	Eugene Burns	300.00	Per T. Doutrich
CRF	9/21/2013	30636	Relocation Costs	40028	Abel Borg	300.00	Aimee Oakley Pw
CRF	9/21/2013	30636	Relocation Costs	40028	Abel Borg	300.00	Nivours Romance
CRF	9/21/2013	30636	Relocation Costs	28358	Ruby Thomas	300.00	Virginia Way
CRF	9/22/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Anasazi Maiden
CRF	9/22/2013	30636	Relocation Costs	39927	Stephen C. Fisher	150.00	Tizguinness
CRF	9/22/2013	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Livin' Lovin' Man
CRF	9/26/2013	30636	Relocation Costs	40325	Ken M. Danyluk	300.00	Viraka
CRF	9/26/2013	30636	Relocation Costs	40325	Ken M. Danyluk	300.00	T M Burning Bridges

Transaction Type Report
For Types: RE
From 06/01/2013 To 01/15/2014

Jan 15, 2014 10:29 AM

CARF

Facilities: CARF

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Fac.	Date	From	Account Name	To	Account Name	Amount	Memo
CRF	9/26/2013	30636	Relocation Costs	40325	Ken M. Danyluk	300.00	Tm Maddamee
CRF	9/27/2013	30636	Relocation Costs	38532	Margie Cantrell	150.00	Captain Gavel
CRF	9/29/2013	30636	Relocation Costs	39708	Eugene Burns	300.00	Cause Ur a Ten
CRF	9/29/2013	30636	Relocation Costs	39708	Eugene Burns	300.00	Lulita
CRF	9/29/2013	30636	Relocation Costs	39708	Eugene Burns	300.00	Sought for Speed
CRF	9/29/2013	30636	Relocation Costs	40084	James O. Meredith	300.00	Dennika
CRF	9/29/2013	30636	Relocation Costs	39708	Eugene Burns	300.00	Callthenoise AriaH
CRF	9/29/2013	30636	Relocation Costs	40028	Abel Borg	300.00	Tru Kaolina
CRF	9/29/2013	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Given Episode
CRF	10/3/2013	30636	Relocation Costs	40028	Abel Borg	150.00	Nivours Roman
CRF	10/3/2013	30636	Relocation Costs	40028	Abel Borg	150.00	Aimee Oakley Pw
CRF	10/4/2013	30636	Relocation Costs	30831	David J. Payne	300.00	Luando
CRF	10/5/2013	30636	Relocation Costs	10686	Mr. or Mrs. John F. De Meo	300.00	No Team Spirit
CRF	10/5/2013	30636	Relocation Costs	31550	Art Suitter or Betty Suitter	300.00	Giant Ego
CRF	10/5/2013	30636	Relocation Costs	38070	Humberto P. Loma	300.00	Per T. Doutrich
CRF	10/6/2013	30636	Relocation Costs	36507	Morris F. Parker (lessee)	300.00	Oman Whata Kiss
CRF	10/6/2013	30636	Relocation Costs	36507	Morris F. Parker (lessee)	150.00	Oman Whata Kiss
CRF	10/10/2013	30636	Relocation Costs	35571	Bryce Gale	300.00	Marv
CRF	10/10/2013	30636	Relocation Costs	31655	Tim McCanna	300.00	Corduroy
CRF	10/10/2013	30636	Relocation Costs	31655	Tim McCanna	300.00	Pete's Slew
CRF	10/10/2013	30636	Relocation Costs	37760	Luigi Di Pietro	300.00	Femmina Pesante
CRF	10/11/2013	30636	Relocation Costs	39708	Eugene Burns	150.00	Cause Ur a Ten
CRF	10/11/2013	30636	Relocation Costs	40048	Dave Kasparian	300.00	Per T. Doutrich
CRF	10/11/2013	30636	Relocation Costs	31450	Bob W. Grayson	500.00	Per T. Doutrich
CRF	10/12/2013	30636	Relocation Costs	39708	Eugene Burns	150.00	Callthenoise AriaH
CRF	10/12/2013	30636	Relocation Costs	39865	Pat LePley	300.00	Business Venture
CRF	10/12/2013	30636	Relocation Costs	10686	Mr. or Mrs. John F. De Meo	150.00	No Team Spirit
CRF	10/12/2013	30636	Relocation Costs	38004	Hector Jesus Sanchez	300.00	Per T. Doutrich
CRF	10/13/2013	30636	Relocation Costs	39986	Queen Bee Racing, LLC	300.00	Primal Desire
CRF	10/13/2013	30636	Relocation Costs	39986	Queen Bee Racing, LLC	150.00	Primal Desire
CRF	10/13/2013	30636	Relocation Costs	39708	Eugene Burns	150.00	Sought for Speed
CRF	10/13/2013	30636	Relocation Costs	35571	Bryce Gale	300.00	Our Smokin Hero
CRF	10/13/2013	30636	Relocation Costs	36941	Dr. James McEnroe	300.00	Eyes a Optimism
CRF	10/14/2013	30636	Relocation Costs	39708	Eugene Burns	150.00	Lulita
CRF	10/14/2013	30636	Relocation Costs	31977	David Wolochuk	300.00	Delighted Disciple
CRF	10/14/2013	30636	Relocation Costs	38763	Victor Bahna Jr	300.00	Impressa Vanessa
CRF	10/16/2013	30636	Relocation Costs	35571	Bryce Gale	300.00	Own It
CRF	1/15/2014	30636	Relocation Costs	40028	Abel Borg	150.00	Hitdamark
CRF	1/15/2014	30636	Relocation Costs	39927	Stephen C. Fisher	150.00	I.B. Dreamin
CRF	1/15/2014	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Lady Roll On
CRF	1/15/2014	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Casual Encounter
CRF	1/15/2014	30636	Relocation Costs	39537	Gary C. Hughes	150.00	Atta Boy Lucky
						51,900.00	
Grand Total						51,900.00	

Trainer Start Incentive - Cal-Expo 2013 (8 days of racing)

Horseman	2012 Entries	2013 Entries	% Change	2012 Starts	2013 Starts	% Change	Paid
Hollendorfer, Jerry	22	25	14%	9	15	67%	\$1,000.00
Jauregui, O.J.	15	32	113%	8	13	63%	\$1,000.00
Howey, Quinn	0	18	NA	0	12	NA	\$1,000.00
Lenzini, Michael	14	14	0%	9	11	22%	\$1,000.00
Moger, Ed Jr.	19	25	32%	8	11	38%	\$1,000.00
Morey, William E.	14	18	29%	8	11	38%	\$1,000.00
Sherman, Steve M.	29	25	-14%	18	11	-39%	\$1,000.00
Matos, Gill	18	14	-22%	10	10	0%	\$1,000.00
Nolan, William J.	15	12	-20%	8	9	13%	\$500.00
Amescua, Rene	7	12	71%	6	8	33%	\$500.00
Bellasis, Tim	8	13	63%	5	8	60%	\$500.00
Ledezma, Sergio	9	13	44%	6	8	33%	\$500.00
Martin, John F.	18	18	0%	9	8	-11%	\$500.00
Mathis, Andy	14	11	-21%	9	8	-11%	\$500.00
Whitehouse, W.R.	11	17	55%	7	8	14%	\$500.00
Eaton, Terri	27	15	-44%	12	7	-42%	\$500.00
Bonde, Jeff	6	8	33%	3	6	100%	\$500.00
Dillenbeck, Bruce	9	12	33%	3	6	100%	\$500.00
Kenney, Ryan	5	10	100%	5	6	20%	\$500.00
McCanna, Tim	6	14	133%	5	6	20%	\$500.00
Miranda, Efrain	2	11	450%	2	6	200%	\$500.00
Naranjo, Salvador	9	9	0%	5	6	20%	\$500.00
Paldanius, Sheldon W.	0	10	NA	0	6	NA	\$500.00
Paszkeicz, Alex	0	16	NA	0	6	NA	\$500.00
Preciado, Guillermo	4	9	125%	3	6	100%	\$500.00
Thomas, Jamey R.	11	7	-36%	5	6	20%	\$500.00
Trujillo, Victor M.	7	7	0%	5	6	20%	\$500.00
Fisher, Steve	0	7	NA	0	5	NA	\$500.00
Henderson, Frances	8	13	63%	2	5	150%	\$500.00
January, Elmer	5	8	60%	4	5	25%	\$500.00
McLean, Bill	10	11	10%	2	5	150%	\$500.00
Miyadi, Steven	11	14	27%	4	5	25%	\$500.00
Raymond, Dale T.	2	5	150%	2	5	150%	\$500.00
Rogers, Allen E.	1	7	600%	1	5	400%	\$500.00
Total	336	460	37%	183	259	42%	\$21,000.00

Trainer Start Incentive - Stockton 2013 (6 days of racing)

Horseman	2012 Entries	2013 Entries	% Change	2012 Starts	2013 Starts	% Change	Paid
Preciado, Guillermo	6	17	183%	4	12	200%	\$1,000.00
Eaton, Terri	13	23	77%	10	9	-10%	\$500.00
Bellasis, Tim	8	13	63%	8	8	0%	\$500.00
January, Elmer	17	15	-12%	11	8	-27%	\$500.00
Lenzini, Michael	9	12	33%	2	8	300%	\$500.00
Morey, William E.	11	18	64%	8	8	0%	\$500.00
Jauregui, O.J.	3	10	233%	2	7	250%	\$500.00
Sherman, Steve M.	20	13	-35%	9	7	-22%	\$500.00
Vallejo, Genaro	8	11	38%	5	7	40%	\$500.00
Josephson, Jedd B.	3	10	233%	3	6	100%	\$500.00
Matos, Gill	10	10	0%	5	6	20%	\$500.00
Nolan, William J.	5	10	100%	2	6	200%	\$500.00
Whitehouse, W.R.	0	12	NA	0	6	NA	\$500.00
Delia, William	4	13	225%	4	5	25%	\$500.00
Howey, Quinn	0	8	NA	0	5	NA	\$500.00
McCanna, Tim	6	8	33%	1	5	400%	\$500.00
Raymond, Dale T.	0	7	NA	0	5	NA	\$500.00
Rogers, Allen E.	3	11	267%	2	5	150%	\$500.00
Trujillo, Victor M.	14	8	-43%	6	5	-17%	\$500.00
Total	140	229	64%	82	128	56%	\$10,000.00

Trainer Start Incentive - Fresno 2013 (9 days of racing)

Horseman	2012 Entries	2013 Entries	% Change	2012 Starts	2013 Starts	% Change	Paid
Martin, John F.	32	58	81%	12	28	133%	\$1,000.00
Amescua, Rene	45	29	-36%	24	15	-38%	\$1,000.00
Jauregui, O.J.	21	29	38%	12	14	17%	\$1,000.00
Vallejo, Genaro	15	26	73%	11	13	18%	\$1,000.00
Greiner, Gary	6	20	233%	3	11	267%	\$1,000.00
January, Elmer	26	20	-23%	15	11	-27%	\$1,000.00
Lenzini, Michael	7	22	214%	5	11	120%	\$1,000.00
Loma, Humberto P.	8	28	250%	4	11	175%	\$1,000.00
Howey, Quinn	0	26	NA	0	10	NA	\$1,000.00
McCanna, Tim	16	26	63%	10	9	-10%	\$500.00
Naranjo, Salvador	13	11	-15%	8	9	13%	\$500.00
Paldanius, Sheldon W.	8	17	113%	5	9	80%	\$500.00
Winick, Debbie	3	14	367%	3	9	200%	\$500.00
Kenney, Ryan	6	12	100%	6	8	33%	\$500.00
Nolan, William J.	7	13	86%	4	8	100%	\$500.00
Preciado, Guillermo	8	10	25%	4	8	100%	\$500.00
Diaz, Antonio L.	2	17	750%	2	7	250%	\$500.00
Eaton, Terri	13	9	-31%	10	7	-30%	\$500.00
Hollendorfer, Jerry	10	11	10%	4	7	75%	\$500.00
Paszkeicz, Alex	8	10	25%	2	7	250%	\$500.00
Thomas, Jamey R.	2	12	500%	2	7	250%	\$500.00
Trujillo, Victor M.	6	13	117%	3	7	133%	\$500.00
Bonde, Jeff	19	9	-53%	10	6	-40%	\$500.00
DeZotell, Lisa	2	10	400%	1	6	500%	\$500.00
Grayson, Bobby Wayne	11	10	-9%	8	6	-25%	\$500.00
Ledezma, Sergio	15	12	-20%	8	6	-25%	\$500.00
Rogers, Allen E.	7	6	-14%	4	6	50%	\$500.00
DiLaura, Sam	4	9	125%	2	5	150%	\$500.00
Gomez, Ruben	4	6	50%	2	5	150%	\$500.00
Miranda, Efrain	8	8	0%	5	5	0%	\$500.00
Raymond, Dale T.	4	6	50%	3	5	67%	\$500.00
Sanchez, Hector J.	0	9	NA	0	5	NA	\$500.00
Total	336	518	54%	192	281	46%	\$20,500.00

2012 THOROUGHBRED RECRUITMENT

Results of CARF Program to Increase Field Size

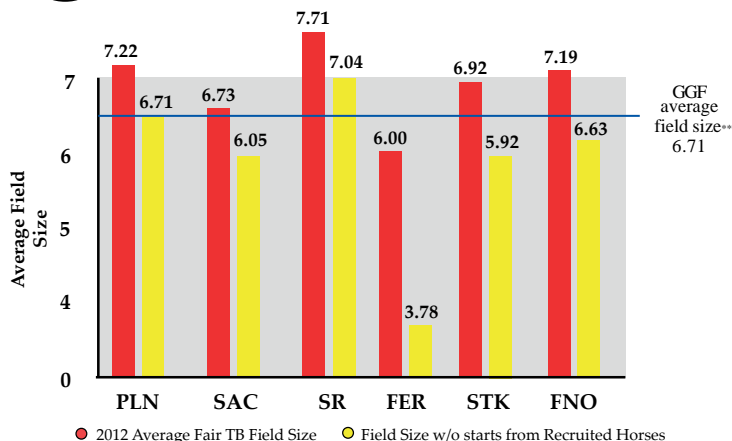
The Fair Out-of-State Recruitment Program, administered by the California Authority of Racing Fairs, pays \$300 to every horse that travels 600 or more miles to start on the Northern California Fair Circuit for its first start and an additional \$150 for its second start (\$450 total). A runner making its first start at Ferndale receives \$150 for each of two starts, with another \$150 available if the horse starts again at Stockton and/or Fresno.

- **2012 Total TB Recruitment Costs - \$66,411.71**
 2012 Recruitment at Tracks - \$13,711.71
 2012 TB Relocation Fees Paid - \$50,700.00
 2012 Trainer Incentives - \$2,000.00
 Number of Horses Paid - 149
 Number of TB Starts - 338
 Percentage of Total Horse Population - 11%
- **Number of Starts by Recruited TB Horses, by Fair:**
 Pleasanton - 49 (75% increase from 2011)
 Sacramento - 38
 Santa Rosa - 72 (9% increase from 2011)
 Ferndale - 93
 Stockton - 50
 Fresno - 36
- **Number of TB Starts by State Recruited From:**
 Arizona - 128 (71% increase from 2011)
 Idaho - 96
 Oregon - 56
 Washington - 35
 Utah - 13
 New Mexico - 7
 Nevada - 3
- **Leading Trainers of Recruited Horses (by starts):**
 Don Roberson
 Eugene Burns
 W.R. Whitehouse
 Tim McCanna
 Paul Treasure
 Kenneth McReynolds
 Phil Oviedo
 Mike Chambers

2012 Emerging Breed Relocation Fees - \$4,500 (42 starts)
 ** During Period 12/26/2011-6/18/2012
 *** Cost of Recruitment at Tracks and TB Relocation Fees divided by number of Thoroughbred Starts.

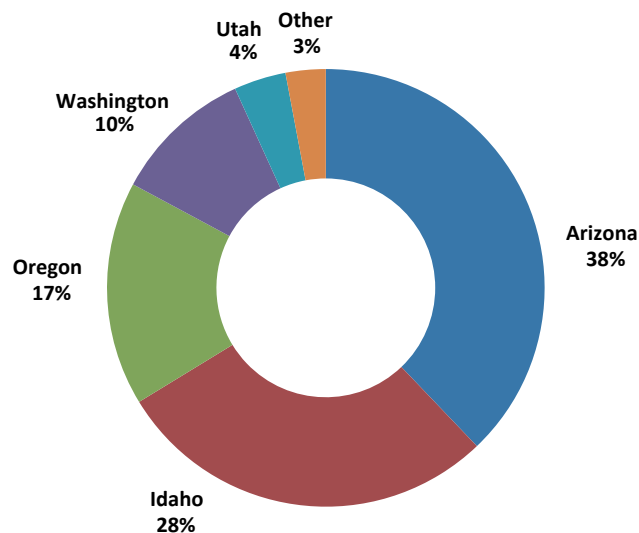
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Impact of Recruited Horses on 2012 Average Field Size (TB)



2

Where did out-of-state horses come from?



3

What does the Fair Circuit pay on average for each start by an out-of-state horse?

\$196 per starter***

Increased field size is the single largest contributor to increasing ontrack and simulcast handle.

1. Statistics from CHRIMS Runners Report & CARF Out-of-State Starts.
 2. Statistics from CARF Paymaster Reports & CFSA Relocation Costs.

2011 THOROUGHBRED RECRUITMENT

Results of CARF Program to Increase Field Size

The Fair Out-of-State Recruitment Program, administered by the California Authority of Racing Fairs, pays \$300 to every horse that travels 600 or more miles to start on the Northern California Fair Circuit for its first start and an additional \$150 for its second start (\$450 total). A runner making its first start at Ferndale receives \$150 for each of two starts, with another \$150 available if the horse starts again at Fresno.

- **2011 Total Recruitment Costs - \$83,110.47**
 2011 Recruitment at Tracks - \$17,410.47
 2011 TB Relocation Fees Paid - \$56,700.00
 2011 Trainer Incentives - \$9,000.00
 Number of Horses Paid - 175
 Number of TB Starts - 328 (15% increase from 2010)
 Percentage of Total Horse Population - 11%

- **Number of Starts by Recruited TB Horses, by Fair:**

Stockton - 14
 Pleasanton - 28
 Sacramento - 36
 Santa Rosa - 66
 Ferndale - 105 (15% increase from 2010)
 Fresno - 79 (44% increase from 2010)

- **Number of TB Starts by State Recruited From:**

Oregon - 95
 Washington - 83 (315% increase from 2010)
 Arizona - 75
 Idaho - 47
 Canada - 9
 Minnesota - 7
 Nebraska - 7
 Utah - 4
 Florida - 1

- **Leading Trainers of Recruited Horses (by starts):**

Tim McCanna
 Nick Lowe
 Bob Beckner
 Miguel Silva
 Charles Essex
 Michael Talbot
 Gary Morris
 Paul Treasure

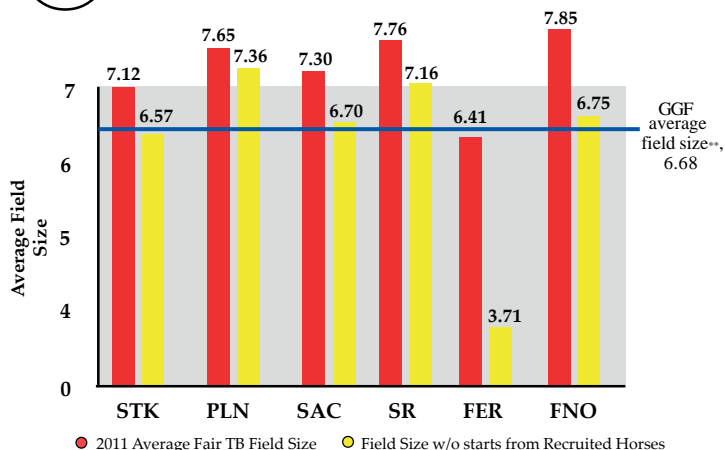
2011 Emerging Breed Relocation Fees - \$750

** During Period 12/26/2010-6/12/2011

*** Cost of Recruitment at Tracks and TB Relocation Fees divided by number of Thoroughbred Starts.

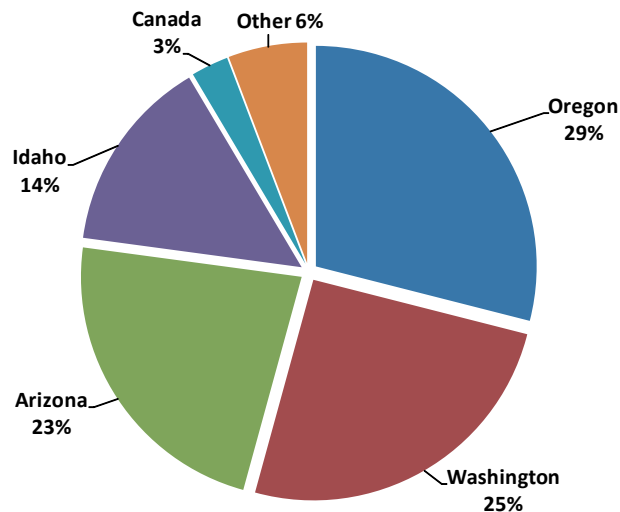
1

Impact of Recruited Horses on 2011 Average Field Size (TB)



2

Where did out-of-state horses come from?



3

What does the Fair Circuit pay on average for each start by an out-of-state horse?

\$253 per starter***

Increased field size is the single largest contributor to increasing ontrack and simulcast handle.

1. Statistics from CHRIMS Runners Report & CARF Out-of-State Starts.
 2. Statistics from CARF Paymaster Reports & CFSA Relocation Costs.

2010 THOROUGHBRED RECRUITMENT

Results of CARF Program to Increase Field Size

The Fair Out-of-State Recruitment Program, administered by the California Authority of Racing Fairs, pays \$300 to every horse that travels 600 or more miles to start on the Northern California Fair Circuit for its first start and an additional \$150 for its second start (\$450 total). A runner making its first start at Ferndale receives \$150 for each of two starts, with another \$150 available if the horse starts again at Fresno.

- **2010 Total Recruitment Costs - \$86,808.40***
 2010 Recruitment at Tracks - \$31,108.40
 2010 TB Relocation Fees Paid - \$45,150.00
 2010 Trainer Incentives - \$5,300.00
 Number of Horses Paid - 143
 Number of Starts - 331
 Number of TB Starts - 286
 Percentage of Total Horse Population - 9%
- **Number of Starts by Recruited TB Horses, by Fair:**
 Stockton - 19
 Pleasanton - 35
 Sacramento - 34
 Santa Rosa - 52
 Ferndale - 91
 Fresno - 55
- **Number of TB Starts by State Recruited From:**
 Arizona - 115
 Oregon - 73
 Idaho - 38
 Washington - 20
 Utah - 15
 New Mexico - 11
 Nevada - 4
 Delaware - 4
 Other - 5
- **Leading Trainers of Recruited Horses (by starts):**
 Tim McCanna
 Bob Beckner
 W.R. Whitehouse
 Brenda Estes
 Nick Lowe
 Phil Oviedo

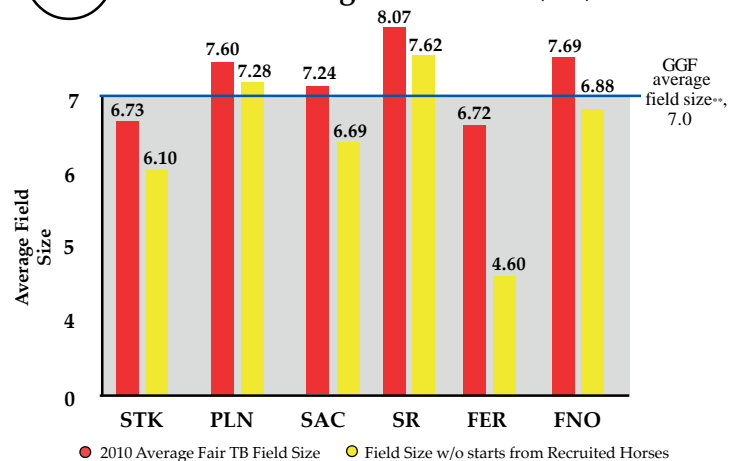
* Emerging Breed Relocation Fees - \$5,250, Does not Include CMC Reimbursement - \$20,000

** During Period 1/1/10-6/20/10

*** Cost of Recruitment at Tracks and TB Relocation Fees divided by number of Thoroughbred Starts.

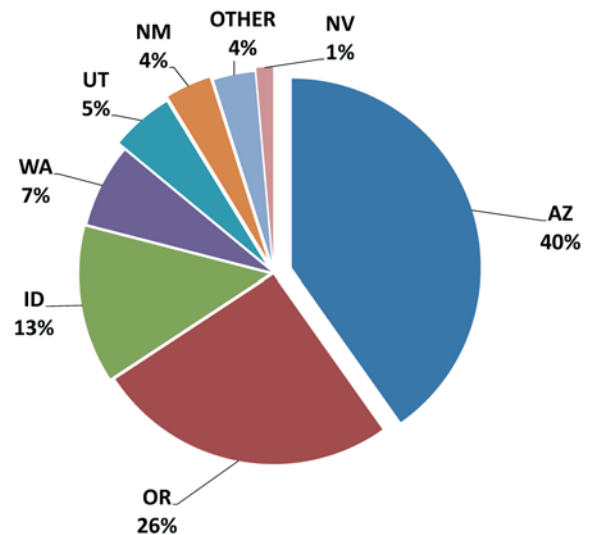
1

Impact of Recruited Horses on 2010 Average Field Size (TB)



2

Where did out-of-state horses come from?



3

What does the Fair Circuit pay on average for each start by an out-of-state horse?

\$266 per starter***

Increased field size is the single largest contributor to increasing ontrack and simulcast handle.

1. Statistics from CHRIMS Runners Report & CARF Out-of-State Starts.
2. Statistics from CARF Paymaster Reports & CFSA Relocation Costs.

2009 THOROUGHBRED RECRUITMENT

Results of CARF Program to Increase Field Size

The Fair Out-of-State Recruitment Program, administered by the California Authority of Racing Fairs, pays \$300 to every horse that travels 600 or more miles to start on the Northern California Fair Circuit for its first start and an additional \$150 for its second start (\$450 total). A runner making its first start at Ferndale receives \$150, with another \$300 available if the horse starts again at another Fair facility.

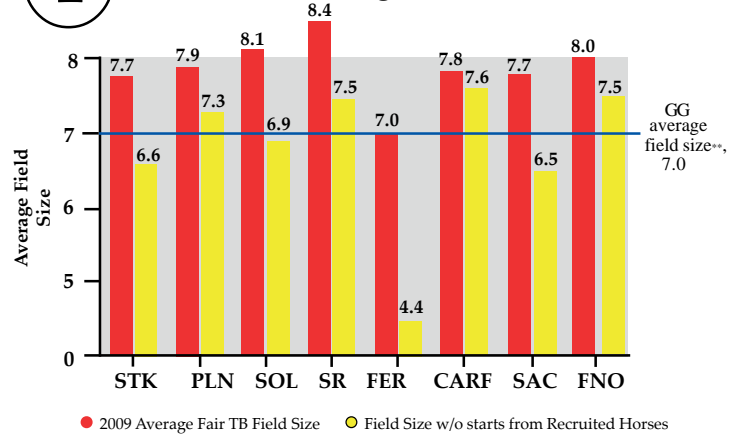
- **2009 Total Recruitment Costs - \$104,776.04***
 2009 Recruitment at Tracks - \$22,176.04
 2009 TB Relocation Fees Paid - \$73,600.00
 2009 Trainer Incentives - \$4,500
 Number of Horses Paid - 217
 Number of Starts - 588
 Percentage of Total Horse Population - 13%
- **Number of Starts by Recruited Horses, by Fair:**
 Stockton - 81
 Pleasanton - 82
 Vallejo - 51
 Santa Rosa - 74
 Ferndale - 111
 CARF at GGF - 43
 Sacramento - 104
 Fresno - 42
- **Number of Starts by State Recruited From:**
 Arizona - 243
 Idaho - 94
 Oregon - 89
 West Virginia - 42
 Washington - 27
 California (Fairplex) - 23
 New Mexico - 21
 Nevada - 12
 Other - 60
- **Leading Trainers of Recruited Horses (by starts):**
 Don Roberson
 Keith Bennett
 Justin Treasure
 Kelly Bainum
 Jason Homer
 W.R. Whitehouse
 Charles Hiatt

* Emerging Breed Relocation Fees - \$4,500, Does not Include CMC Reimbursement - \$25,000

** During Period 1/1/09-6/18/09

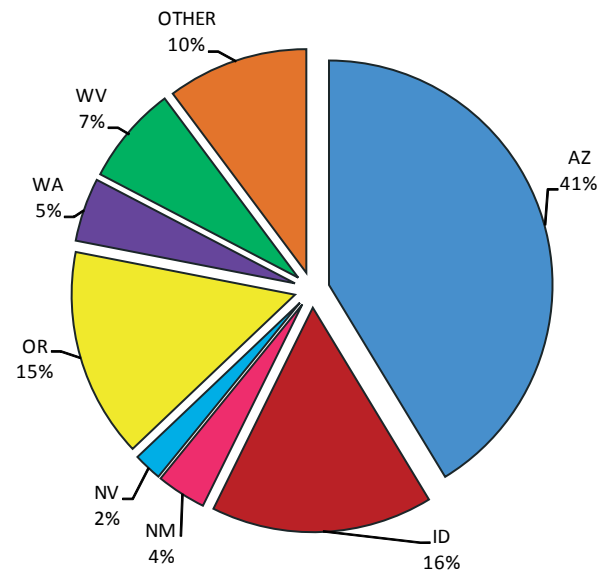
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Impact of Recruited Horses on 2009 Average Field Size



2

Where did out-of-state horses come from?



3

What does the Fair Circuit pay on average for each start by an out-of-state horse?

\$178 per starter

Increased field size is the single largest contributor to increasing ontrack and simulcast handle.

1. Statistics from CHRIMS Runners Report & CARF Out-of-State Starts.
 2. Statistics from CARF Paymaster Reports & CFSA Relocation Costs.