



CARF Membership
Conference
2016



Schedule of **events**

Monday, **April 11**

OPENING REMARKS

10 a.m. **Speakers: Chris Korby & Chris Carpenter**

SATELLITE WAGERING AT FAIRS

10:15 a.m. **Panel: Larry Swartzlander, R. Baedeker (CHRB), Richard Scheidt (TOC), Mike Knapp (Fantasy Sports)**

Trends, opportunities, challenges and future outlook. Followed by a group question & answer.

WORK GROUP TOPICS

11:30 to 3 p.m. Intro: Larry Swartzlander

The work groups are rotating sessions that will last 30-40 minutes each.

CHRIMS, ACCOUNTING & COMMISSIONS

GROUP A (B,C,D) Moderator: R. Gibbons

Review commissions statements, how to anticipate commissions by host and CHRIMS reporting.

AMTOTE & MUTUELS

GROUP B (C,D,A) Moderator: B. Wayte

Open discussion regarding mutuel clerks and advantages/challenges of the new tote machines.

MINI-SATELLITES & OTHER USES FOR SATELLITE SPACE

GROUP C (D,A,B) Moderator: L. Swartzlander

Discuss changing the satellite model, competing with mini-satellites/other entertainment options, staying relevant and attracting a younger audience.

MARKETING & PROMOTIONS

GROUP D (A,B,C) Moderator: H. Haviland

Discuss best practices, group purchasing of giveaways, CalRacing Club system and CMC promotions.

WORK GROUP SESSIONS

11:30 a.m. **Session 1**
12:10 p.m. **Session 2**

LUNCH

12:45 - 1:45 p.m.

WORK GROUP SESSIONS

1:45 p.m. **Session 3**
2:25 p.m. **Session 4**

WORK GROUP SESSION RECAP

3:00 to 3:45 p.m.

Representatives from each work group will recap the best discussions from all four sessions. Followed by a group question & answer.

TOTALISATOR CHANGEOVER

3:45 p.m. **Speakers: Chris Korby, Bryan Wayte & Jeff True (AmTote)**

Overview of the changeover and discussion regarding servicing the machines, ADA compliance and the availability/cost of newer technology.

LEGISLATIVE ISSUES & 20-MILE RADIUS PROTECTION

4:30 p.m. **Speaker: Chris Korby & Louie Brown**

Discussion of horse racing legislation during the 2016 session, satellite commissions and the 20-mile radius protection.

WRAP UP & REFRESHMENTS

5:00 p.m. **Intro: Larry Swartzlander**

Members are welcome to stay for refreshments and an open discussion regarding any topics involving satellite wagering.

Tuesday, April 12

CALIFORNIA AUTHORITY OF RACING FAIRS (CARF): A CA JOINT POWERS AUTHORITY

9 a.m. Moderator: LRC Representative
Speakers: Chris Korby & Larry Swartzlander

Power point presentation and handout. Overview of CARF agency, organizational structure, members and services. Followed by group question and answer.

MAKING RACES GO: A RACING OFFICE OVERVIEW

10 a.m. Speakers: Tom Doutrich & GGF Representative

Behind the scenes look on how a race card is developed and the function of the racing office.

KEEPING TRACKS SAFE: CARF RACE TRACK SAFETY & MAINTENANCE PROGRAM

10:30 a.m. Speaker: Larry Swartzlander

Overview of the RTS&M Program, safety record and keeping the program relevant.

A VIEW FROM THE SEATS: BETTING 101 & THE FUTURE OF GAMBLING

11 a.m. Speakers: Larry Swartzlander, Bryan Wayte (NCOTW, Inc.) & Doug Gooby (Fair Mutuel Manager)

Overview of placing a wager, defining takeout, the distribution of a wagering dollar and gambling industry trends.

WRAP UP & LUNCH

Noon Intro: Chris Korby & Chris Carpenter
Members are welcome to stay for lunch and participate in an open discussion regarding the future of CARF.

Important info

Registration & RSVP

WHERE TO REGISTER

By phone

Juliana Gomes
(916) 263-3346 or (559) 917-6775

By e-mail

admin@calfairs.net

MEETING MATERIALS

Online

visit - www.calfairs.net/marketing.php



Meeting Location

SAN MATEO COUNTY EVENT CENTER THE JOCKEY CLUB

2495 S. Delaware St.
San Mateo, CA 94403

(650) 574-6063

www.smjockeyclub.com

Where to stay?

CROWNE PLAZA 1221 Chess Drive Foster City, CA 94404

(650) 570-5700
\$239

Request: *San Mateo County
Event Center Rate*

CROWNE PLAZA is a trusted partner of the San Mateo County Event Center. A more affordable option is the Howard Johnson Express (650-341-9231) at \$139. We also recommend using a hotel search engine to compare prices (Orbitz, Expedia, etc.). Cheaper rates can be found near the San Francisco Airport but rates fluctuate daily.