



a California joint powers agency

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NOTICE
CALIFORNIA AUTHORITY OF RACING FAIRS
BOARD OF DIRECTORS & LIVE RACING COMMITTEE
CONCURRENT MEETING
11:00 A.M., TUESDAY, OCTOBER 6, 2020

Notice is hereby given that a meeting of the California Authority of Racing Fairs' Board of Directors and Live Racing Committee will commence at 11:00 A.M., Tuesday, October 6, 2020. The meeting will be held via teleconference.

Please note Closed Session will not be available to the public.

Due to Executive Order N-29-20, CARF will provide a teleconference option for its upcoming public meeting. Public and members of the California Authority of Racing Fairs Board of Directors and Live Racing Committee may participate via teleconference to minimize the spread of COVID-19. No physical location will be provided.

Public portion will resume after Closed Session.

Dial-In Number: 1-669-900-6833
Meeting ID: 925 0264 6006
Access Code: 085878

Zoom Link:
<https://zoom.us/j/92502646006>



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AGENDA
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AGENDA

- I. Date, Time and Location of Next Meeting: November 3, 2020 via teleconference.
- II. Public Comment.
- III. Closed Session: Conference with Legal Counsel – Anticipated Litigation.
- IV. Election of Board Officers.
- V. Approval of Minutes.
- VI. Report, Discussion and Action, if any, on Legislative Program.
- VII. Report, Discussion and Action, if any, on Presentation from Mike Knapp Regarding Sports Wagering and Fantasy Sports.
- VIII. Report, Discussion and Action, if any, on Finance Committee Recommendation for the Allocation of 2020 Live Racing Overhead.
- IX. Financials.
- X. Report, Discussion and Action, if any, on Racing Calendar and Live Racing Operations.
- XI. Executive Director's Report.

**CARF BOARD MEETING
OCTOBER 6, 2020
ELECTION OF OFFICERS**

John Alkire, who has ably served as the CARF Board Chairman since 2008, has stepped down from that position with his departure as CEO of the Big Fresno Fair.

This matter is on the Agenda so that the Board can take action to elect new officers.

We wish Mr. Alkire all the best in his new position as the CEO of the Friends of the Big Fresno Fair (non-profit). We welcome Lauri King and Stacy Rianda as the new racing representatives of the Big Fresno Fair.

CALIFORNIA AUTHORITY OF RACING FAIRS
Board of Directors & Live Racing Committee
Concurrent Meeting
Tuesday, September 1, 2020

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, September 1, 2020. The meeting was conducted via teleconference originating at the CARF office, 1776 Tribute Road, Sacramento, CA, 95815.

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

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

Staff and Guests participating via conference call: Larry Swartzlander, Tom Doutrich, Heather Haviland, Vicki Layne, Juliana Gomes, Raechelle Gibbons, Ann Grottveit, Louie Brown, John Quiroz, Michael Margetts, John Brown, Amanda Brown, Caroline Titus, Alan Balch, Allen Aldrich, Lisa Wilkerson, Terri Eaton, Cory Soltau, Lauri King and Stacy Rianda.

Agenda Item 1 – Date, Time and Location of Next Meeting: The next CARF Board of Directors and Live Racing Committee meeting will be held at 11:00 a.m. October 6, 2020 by teleconference originating in Sacramento.

Agenda Item 2 – Public Comment. John Brown, legal counsel for the Arabian Horse Racing Association, stated he would like more information regarding the 2020 Big Fresno Fair race meet. Mr. Swartzlander noted that this topic would be covered under Agenda Item VIII.

Mr. Alkire reported to the Board that he is in the process of retiring from the Big Fresno Fair and has accepted the position of CEO of the Friends of the Fair, a 501(c)(3) in partnership with the Big Fresno Fair. Mr. Alkire will be succeeded by Lauri King and Stacy Rianda. He introduced Ms. King as the racing representative for the Big Fresno Fair and was thanked for his many years of service to the fair and horse racing industry.

Mr. Alkire recommended that Mr. Hoban chair the remainder of the meeting until an agenda item can be made to allow a formal vote by the Board.

Agenda Item 3 – Closed Session: Conference with Legal Counsel – Personnel. Ms. Grottveit reported that during closed session the Board had conference with legal counsel and received advice regarding personnel. No action was taken.

Agenda Item 4 – Approval of Minutes. {ACTION} Mr. Alkire moved to approve the CARF Board of Directors & Live Racing Committee concurrent meeting minutes for June 2, 2020 as presented. Mr. Pickering seconded, unanimously approved.

Agenda Item 5 – Report, Discussion and Action, if any, on Legislative Program. Mr. Brown reported that the legislative session ended the night before thereby ending the legislative year. The Governor has seen a lower number of bills cross his desk due to the challenges and focus on COVID-19.

AB 1974, which supports jockey and equine safety reform, was run by the Assembly GO Committee and the chair of the GO, Senator Adam Gray, acknowledged the fairs excellent record regarding breakdowns and track safety and maintenance. Passing both houses with bipartisan support, Mr. Brown fully expects the bill to be signed.

Governor Newsom appointed new member Brenda Davis to the CHRB Board. Ms. Davis is a former attorney with the Farm Bureau and is currently in private practice with no prior ties to horse racing. Both CHRB commissioners Wendy Mitchell and Oscar Gonzales were reappointed for another 4 years. Mr. Pickering and Ms. Stoehr reported positively regarding fair industry interactions with Ms. Davis and believe she will bring a welcomed perspective to the CHRB Board.

Mr. Brown reported that \$5 million in AB 1499 funds were withheld for infrastructure purposes in the fairs network, but due to COVID-19 the monies from both 2019 and 2020 have been merged to a total \$12 million. Mr. Brown expects CDFA to true up allocations and taxes for each fair and aim for a hopeful disbursement of these monies to the fairs by early next year.

Mr. Brown noted that newly released information from the Governor's office includes re-opening procedures for satellite wagering in stages. He plans to give an update after his office has reviewed the new information – hopefully, satellite wagering will move indoors with limited operations.

Sports Wagering has eluded the November ballot for a second year. Mr. Brown added that legislative members would resume talks and aim for a 2021 Sports Wagering initiative.

Agenda Item 6 – Report and Discussion on Finance Committee Recommendations. Mr. Swartzlander reported that there were three objectives of the Finance Committee:

Re-analyzing CARF Racing Overhead Costs: Mr. Swartzlander stated that due to COVID-19 and the fluid situation with race dates, that CARF racing overhead costs will have to be

redistributed to reflect what the actual 2020 race calendar was as opposed to the projected calendar.

CARF Restructuring of Personnel: Mr. Swartzlander noted that personnel discussions were held in closed session. **{ACTION}** Mr. Hoban moved to direct the Executive Director to reduce payroll costs by \$87,000 in the remaining months of 2020 and 2021 to reduce overhead costs in light of racing calendar changes created by the COVID-19 pandemic.

Mr. Pickering seconded and thanked Mr. Swartzlander and staff for accepting these cuts when many in the industry are receiving similar reductions. Motion was unanimously approved.

CARF Dues: Mr. Swartzlander reported that upon the onset of the COVID-19 pandemic, CARF stopped invoicing member fairs for dues. With a successful meet at the Alameda County Fair, ADW location fees were 40-50% higher than normal. This is mind, the Finance Committee recommended that the CARF agency net ADW location fees with dues owed for 2020.

Mr. Swartzlander asked for any objection by members on the call, hearing none, Mr. Swartzlander added that checks would be disbursed the following week.

Agenda Item 6 – Financials. Ms. Gibbons reported that she is in the middle of closing numbers on the Alameda County Fair meet. With the Gilbert audit now finished and in draft form, Ms. Gibbons added that Gilbert will plan to present their report to the Board in October.

In financial consideration, Mr. Hoban directed Ms. Gibbons to investigate if formal reviews between audits can be done to save money. Ms. Gibbons recommended that staff review this with legal as it pertains to CARF's JPA agreement. If allowed, this could be a possibility in 2021 for the 2020 review.

Agenda Item 7 – Report, Discussion and Action, if any, on Racing Calendar and Live Racing Operations. Mr. Swartzlander reported that there was a Racing Dates Committee meeting with Commissioner Oscar Gonzales serving as chair. Dates presented to the committee are similar to 2020's proposed calendar before COVID-19. Mr. Swartzlander noted that past issues with Sonoma County Fair's race dates and stabling at Golden Gate Fields were once again brought up at the meeting.

Mr. Swartzlander asked Mr. Margetts from Sonoma County Fair if they are planning to run their race dates at Golden Gate Fields in 2021. Mr. Margetts reported that it is unknown at this time due to the complications with COVID-19.

Regarding the 2020 Big Fresno Fair meet, Mr. Swartzlander reported that Golden Gate Fields has signed an agreement to run these dates in exchange for financial and purse relief. Mr. Swartzlander reported that Mr. Alkire expressed desire to run the race dates at Fresno, but in

consideration of complications created by COVID-19 and in keeping the best interest of horsemen in the forefront, Mr. Alkire agreed to this one-time arrangement. Mr. Swartzlander addressed the Arabian breed representatives on the call that these race dates are under the control of the Golden Gate Fields racing license and that CARF cannot dictate the type of races run.

Agenda Item 9 – Executive Director’s Report. Mr. Pickering asked for an election to be scheduled for chair and vice-char of the Board of Directors and Live Racing Committees. Mr. Pickering included his thanks and congratulations to Mr. Alkire for his years of service and welcomed Ms. King and Ms. Rianda in their new positions.

Respectfully submitted,
Juliana Gomes

House panel approves bill to combat doping in horse racing

Associated Press Sep 9, 2020, 3:36 PM EDT



Getty Images

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- [Click to email this to a friend \(Opens in new window\)](#)

0 Comments

WASHINGTON — A key House committee on Wednesday gave bipartisan approval to legislation to create national standards for the horse racing industry to prevent fatalities and discourage illegal medication practices. The Senate's top Republican said he would press to pass the bill before the year is out.

The 46-5 vote in a Democratic-controlled panel is a good sign for the bill's prospects.

"Our bill delivers commonsense medication and track safety standards that protect America's horses and jockeys, needed progress that will put this popular and historic sport on track for a strong recovery and a bright future," said top sponsor Paul Tonko, D-N.Y., whose district is home to Saratoga Race Course, a premier racetrack.

Senate Majority Leader Mitch McConnell, R-Ky., whose state is home to the country's top breeding outfits and the Kentucky Derby, introduced identical legislation with senior

Democrats from California and New York, which also have top racetracks and breeding operations.

The “Horseracing Integrity and Safety Act” comes after the racing industry has been hit by a series of doping scandals and a rash of fatal breakdowns in recent years. It is also struggling through the COVID-19 pandemic, with tracks like Churchill Downs holding races – including last weekend’s Kentucky Derby, delayed from May – without spectators.

Several top trainers were charged earlier this year with illegally doping their horses with performance-enhancing drugs, including Jason Servis, whose horse Maximum Security finished first in the 2019 Derby but was disqualified for racing interference.

The legislation is aimed at empowering an independent Horseracing Integrity and Safety Authority with federal recognition and enforcement power to set uniform standards for medication, track safety, and testing of horses for PEDs.

“Unfortunately, the coronavirus isn’t thoroughbred racing’s only challenge. In recent years, tragedies on the track, medication scandals and an inconsistent patchwork of regulations have cast clouds over the future,” McConnell said in a floor speech.

While blue-blood racing organizations such as the Jockey Club and key racing circuits support the idea, McConnell has not attracted cosponsors from states like Florida, Louisiana and New Jersey, where some of the sport’s scandals have occurred and where oversight is considered uneven at best. But Frank Pallone, D-N.J., chairman of the powerful Energy and Commerce panel, is a strong supporter.

McConnell said in a brief hallway interview that the industry has long been plagued by disunity and that after reading a Washington Post editorial questioning whether racing should remain legal he told stakeholders “in the strongest possible way that they needed to get together or I would try to do it for them. And they did get together.”

McConnell said he hopes to win passage of the legislation before the end of the congressional session and plans to discuss the topic with House Speaker Nancy Pelosi, D-Calif.

Also at issue is a series of horse fatalities in California in recent years, which has garnered the industry bad press and enemies like People for the Ethical Treatment of Animals.

The legislation faces challenges in the Senate, given the time crunch and potential opposition. But McConnell said he would press the issue in a post-election lame duck session.

Sen. Mitch McConnell proposes bill to combat doping in horse racing

Sep 9, 2020

Associated Press

WASHINGTON -- The Senate's top Republican and a handful of senior lawmakers in both parties are making a late-session push for legislation to create national standards for the horse racing industry to prevent fatalities and discourage illegal medication practices.

Majority Leader Mitch McConnell, R-Ky., whose state is home to the country's top breeding outfits and the Kentucky Derby, introduced the legislation with senior Democrats from California and New York, which also have racetracks and breeding operations.

The "Horseracing Integrity and Safety Act" comes after the racing industry has been hit by a series of doping scandals and a rash of fatal breakdowns in recent years. It is also struggling through the COVID-19 pandemic, with tracks like Churchill Downs holding races including last weekend's Kentucky Derby -- delayed from May -- without spectators.

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While blue blood racing organizations such as the Jockey Club and key racing circuits support the idea, McConnell has not attracted cosponsors from states like Florida, Louisiana and New Jersey, where some of the sport's scandals have occurred and where oversight is considered uneven at best.

"This will make thoroughbred racing as fair and as safe as possible," McConnell said.

Also at issue is a series of horse fatalities in California in recent years, which garnered the industry bad press and enemies like People for the Ethical Treatment of Animals

The legislation faces an uphill road in the Senate, given the time crunch and potential opposition, but it sends a signal that lawmakers may tackle the issue next year. A companion House bill has sufficient cosponsors to demonstrate it would pass but it has not been slated for a vote.

VII.



GOLDEN STATE Fantasy Sports



Golden State Fantasy Sports



Golden State Fantasy Sports (GSFS) is a graphic, user friendly fantasy sports concept designed for the popular inclinations of sports wagering enthusiasts, created by the professionals who pioneered today's legal sports wagering markets. Tremendous potential exists for an operator to provide simple, attractive legal fantasy contest content to casinos, mobile and pari-mutuel locations while simultaneously building a foundational strategy for the future of legalized sports betting in California.

Fantasy Sports has gained legal acceptance as “skilled contests”, offered to over 90% of the U.S. population and supported by the major sports leagues and fans. Unlike sports betting, Daily Fantasy Sports (DFS) can commingle pools across states, like horse racing, permitting regular “jackpot” prize potential in contests featuring well known athletes. DFS revenues grew close to \$400 million during 2019.

As legal sports wagering within California moves forward, a unique opportunity exists to create a related business network to serve the California market. Sports wagering, like most gaming schemes, is driven by liquidity to support prize pools, manage risk and provide operational efficiency. Plainly, existing regulated gaming facilities of California have unique standing to best serve the state.

The unambiguous market lesson learned from early state adapters of sports betting is transitioned DFS companies dominate as sports betting service providers using established databases and first to market technology, easily outperforming established gaming firms.

The creative group behind “Golden State Fantasy Sports” hopes to partner with licensed California gaming entities in California, and beyond, establishing a gaming network with instant convertibility to modern sports wagering.

CONTEST SYSTEMS HAVE BEEN APPROVED BY NEVADA GAMING CONTROL and COLORADO DEPARTMENT OF REVENUE



Fantasy sports content from the following live sporting associations:



NATIONAL FOOTBALL LEAGUE (NFL)

MAJOR LEAGUE BASEBALL (MLB)

NATIONAL BASKETBALL ASSOCIATION (NBA)

NATIONAL HOCKEY LEAGUE (NHL)

NATIONAL ASSOCIATION OF STOCK CAR AUTO RACING (NASCAR)

PROFESSIONAL GOLF ASSOCIATION (PGA)

NATIONAL COLLEGIATE ATHLETIC ASSOCIATION (NCAA)

MIXED MARTIAL ARTS (MMA) & More





GOLDEN STATE Fantasy Sports

Contests



Pari-mutuel Fantasy Sports



Pari-mutuel, translated from its French origin, literally means “wagering amongst ourselves.”

GSFS is adapted to the pari-mutuel system schematic, with results based on an athlete's fantasy scoring or statistical performance. At core, you simply pick an athlete(s) competing in live sporting events. GSFS assigns opening odds on individual athletes reflecting their researched probability of scoring fantasy points versus other athletes in the contest field. Example: in football, you would pick a quarterback(s) from a listed field of other performing quarterbacks playing in live events. Nothing could be easier!

The contestants determine the final pricing as money enters on the athletes in each contest. Example: If your athlete scores the first, second, or third most fantasy points, you receive payouts like horse racings win, place and show. A contestant can also play multi-leg contests, like exactas (pick the top two scoring athletes) and daily doubles (pick the top scorer in two different contests). Picking winners from as many as six different contests can result in progressive prizes totaling in the millions of dollars!!

GSFS differs from traditional daily fantasy sports by using the original, proven “skilled selection” platform: pari-mutuel accounting. Contest transparency, efficiency and integrity is guaranteed, and fantasy scores accumulate throughout the real-life sports games!!!

- ✓ Proven, adaptable technology: turn-key platform to California and beyond
- ✓ Allows fans to “participate” with daily sporting events
- ✓ Contestants compete against each other; pari-mutuel pricing keeps it fair
- ✓ Transparency: Entry fees and the pricing effect is visible to the contestant
- ✓ Sports entertainment contests attracts and retains consumers
- ✓ Appealing to the millennial demographic, natural mobile evolution



Wagering entry examples: QB's & RB's



WIN, PLACE, SHOW, EXACTA, DAILY DOUBLE, Start of the \$500,000 PICK 6

CONTEST #1	Quarterbacks		Opening
	Most net passing, rushing, receiving yards*		ODDS
Alex Smith	KC	NYJ	20
Andrew Luck	IND	SD	9
Ben Roethlisberger	PIT	@ PHA	6
Blake Bortles	JAX	BAL	14
Cam Newton	CAR	MIN	14
Carson Palmer	ARI	@ BUF	14
Derek Carr	OAK	@ TEN	19
Drew Brees	NO	ATL	7
Eli Manning	NYG	WAS	17
Joe Flacco	BAL	@ JAX	22
Kirk Cousins	WAS	@ NYG	13
Matt Ryan	ATL	@ NO	14
Matthew Stafford	DET	@ GB	14
Philip Rivers	SD	@ IND	6

*Tiebreaker - longest pass completion

Scoring: 1 yard = 1 GSF point, 5 GSF points for each point scored

WIN, PLACE, SHOW, EXACTA

CONTEST #2	Running Backs		Opening
	Most net rushing, receiving, passing yards *		ODDS
C.J. Anderson	DEN	@ CIN	12
Carlos Hyde	SF	@ SEA	13
Charles Sims	TB	LAR	14
David A. Johnson	ARI	@ BUF	7
Ezekiel Elliott	DAL	CHI	11
Jamaal Charles	KC	NYJ	14
Jerick McKinnon	MIN	@ CAR	15
Lamar Miller	HOU	@ NE	11
Le'Veon Bell	PIT	@ PHA	10
LeGarrette Blount	NE	HOU	16
LeSean McCoy	BUF	ARI	15
Mark Ingram	NO	ATL	9
Melvin Gordon	SD	@ IND	10
Todd Gurley	LAR	@ TB	13

*Tiebreaker - longest rush from scrimmage

Scoring: 1 yard = 1 GSF point, 5 GSF points for each point scored



Simple, fair scoring methods



- Athletes points are developed using obvious achievement objectives from their respective sports
- Football example:
 - Quarterbacks, Running Backs and Receivers earn one point for each positive yard gained passing, rushing, or receiving.
 - 5 Bonus points for scored points, example: 30 points for a 6-point scored touchdown.
 - Refunds from “scratches” if a selected athlete does not appear during any segment of the live game. This obvious fairness in scoring is not offered with the major fantasy sports providers.
 - “Alternate” selections can be made in advance for replacement of scratched athletes

Broadcast feed: live odds



PROP #7 RUNNING BACKS



Bet Daily Fantasy Football
At the Sports Book



Win, Place,
Show, Exacta,
Trifecta,
Daily Double

USF PROP 3
RECEIVERS

USF PROP 4
RECEIVERS

USF PROP 5
RECEIVERS

USF PROP 6
QUARTERBACKS

USF PROP 7
RUNNING BACKS
LINEUPS

LINEUPS		CLOSES: SUNDAY, SEP. 18, 2016 10:00AM PACIFIC		OPENING ODDS	CURRENT ODDS
1	AMEER ABDULLAH	DET	14/1	11/1	
2	ARIAN FOSTER	MIA	14/1	6/1	
3	CARLOS HYDE	SF	10/1	15/1	
4	CHRISTINE MICHAEL	SEA	13/1	11/1	
5	DANNY WOODHEAD	SDC	11/1	13/1	
6	DEMARCO MURRAY	TEN	9/1	15/1	
7	DUKE JOHNSON JR.	CLE	13/1	15/1	
8	JEREMY HILL	CIN	15/1	11/1	
9	JEREMY LANGFORD	CHI	10/1	15/1	
10	JUSTIN FORSETT	BAL	14/1	11/1	
11	MATT JONES	WAS	12/1	10/1	
12	RASHAD JENNINGS	NYG	10/1	15/1	
13	RYAN MATHEWS	PHI	9/1	6/1	
14	T.J. YELDON	JAC	13/1	11/1	

WIN Pool: \$278

PLC Pool: \$6

SHW Pool: \$6

EX Pool: \$12

Broadcast feed: live scoring updates



USF PROP 1
QUARTERBACKS
LEADERBOARD

USF PROP 2
RUNNING BACKS

USF PROP 3
RECEIVERS

USF PROP 4
RECEIVERS

USF PROP 5
RECEIVERS

PROP #1 QUARTERBACKS

LEADERBOARD			CLOSING ODDS	POINTS	TD PTS	YARD PTS
6	CAM NEWTON	CAR	8/1	510	120	390
5	BLAKE BORTLES	JAC	3/1	423	60	363
12	KIRK COUSINS	WAS	60/1	414	30	384
3	ANDY DALTON	CIN	17/1	403	30	373
8	DEREK CARR	DAK	6/1	399	90	309
7	CARSON PALMER	ARI	17/1	398	90	308
10	ELI MANNING	NYG	9/1	364	0	364
4	BEN ROETHLISBERGER	PIT	31/1	363	90	273
11	JOE FLACCO	BAL	31/1	363	60	303
14	PHILIP RIVERS	SDC	9/2	350	120	230
13	MATTHEW STAFFORD	DET	13/1	321	30	291
1	AARON RODGERS	GBP	60/1	302	60	242
9	DREW BREES	NOS	9/1	293	30	263
2	ANDREW LUCK	IND	60/1	249	30	219

GSFantasy.com results example

Week of 10/30 ▾ Prop #3 - RECEIVERS (10/30) ▾ Results ▾

RESULTS - \$2 PRICES			WIN	PLACE	SHOW
2	AMARI COOPER	OAK	\$27.60	\$12.20	\$12.20
6	DEZ BRYANT	DAL		\$24.00	\$20.40
13	ROB GRONKOWSKI	NEP			\$9.00
EXACTA: 2-6					\$224.80

Week of 11/6 ▾ Prop #1 - BASKETBALL (11/10) ▾ Results ▾

RESULTS - \$2 PRICES			WIN	PLACE	SHOW
8	STEPHEN CURRY	GSW	\$24.60	\$9.20	\$5.00
5	HASSAN WHITESIDE	MIA		\$16.40	\$5.00
3	DEMARCUS COUSINS	SAC			\$6.00
EXACTA: 8-5					\$332.80



GOLDEN STATE Fantasy Sports

Legal



Legal - Morgan, Lewis & Bockius, LLP



GSFS is evaluated to be a contest of skill, where skill of the contestant predominates towards success in the contest

“In sum, as the proposed fantasy sports game is not won or lost based on a winning outcome from any real sports team or single performance of an individual athlete, but on the accumulated statistical point totals developed by individual contestants competing against each other, based on their knowledge and skill, the game is not the conduct of gambling or wagering under accepted definitions in most state and federal laws.”

“...the proposed fantasy sports contest is not a lottery or sweepstakes, and is not a betting, gambling or wagering scheme. As the proposal involves contests of skill among players competing in the game, it is not any of the activity contemplated by PASPA.”

Opinion by Thomas Gede, Esq.



GOLDEN STATE Fantasy Sports

Opportunity Plan



Fantasy Sports opportunities



- ✓ **Casino/OTB** - Sports wagering attracts and retains consumers. Sports viewing is a draw, interactivity is an experience.
- ✓ **Interactive development** – natural vertical for interactive gaming
 - ✓ Fresh, daily sports content, colossal progressive contest prize potential
 - ✓ National expansion, fantasy sports is authorized and/or operating for over 90% of U.S. market
 - ✓ Establish a strong network base for expansion into sports betting, Esports
- ✓ **Contest expansion**
 - ✓ “In-run” contests through mobile devices
 - ✓ Future propositions-all sports, regardless of season
 - ✓ Fixed Odds contests
 - ✓ International sports focus
 - ✓ Easy adaptation to pari-mutuel systems in Asia, Australia, Canada, Europe and South America, tote agnostic
 - ✓ Racetracks, Card Clubs, Tribal casinos, Mini-Satellites and Lottery are potential California distribution partners
- ✓ **A California sports content hub can dictate the national market**
 - ✓ Massive liquidity potential gives California the ability to attract national interest
 - ✓ Experienced management and creative staff bring credibility to sports contest and wagering entertainment



GOLDEN STATE Fantasy Sports Projections



Projected California revenues

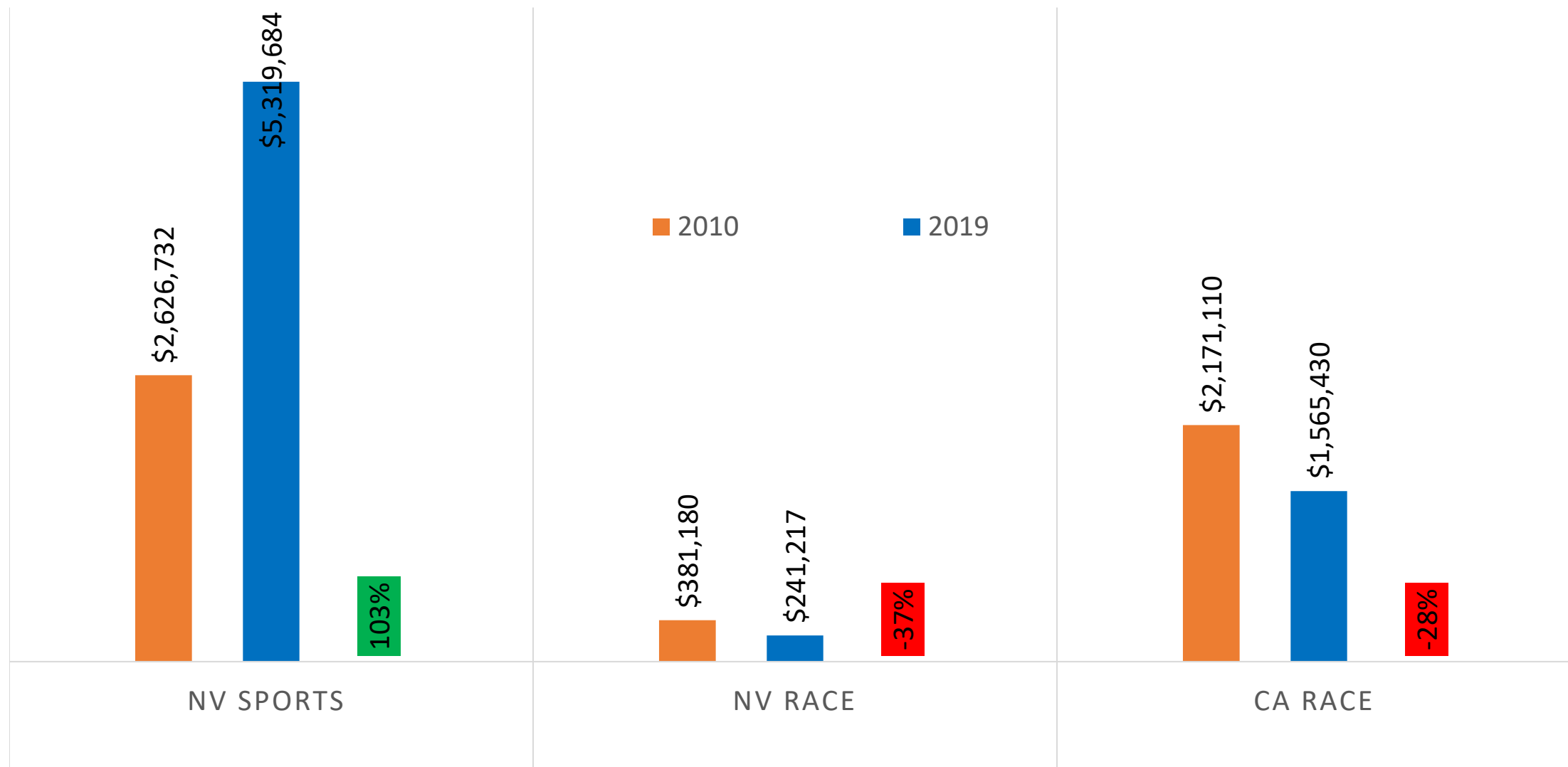


Estimated Annual Illegal Sports Betting in California				\$18,465,203,762	
<i>(Based on the American Gaming Association 2015 report)</i>					
Five Year Model	Adult	Estimated	Blended	Fantasy Sports	
California State	Capture	Handle	Takeout	Revenue	
360 operating days	Rate				
Year 1	3%	\$553,956,113	14.00%	\$77,553,856	
Year 2	6%	\$1,107,912,226	14.00%	\$155,107,712	
Year 3	9%	\$1,661,868,339	14.00%	\$232,661,567	
Year 4	11%	\$2,031,172,414	14.00%	\$284,364,138	
Year 5	12%	<u>\$2,215,824,451</u>	14.00%	<u>\$310,215,423</u>	
Five Year Totals		\$7,570,733,542		\$1,059,902,696	
Five Year Average		\$1,514,146,708		\$211,980,539	

CA adult population estimate (18 years and older)					30.1 million
First year capture rate @					3%
Estimated Adult 1 st year per capita win Golden State Fantasy					\$2.60
Adult per capita win Horse Racing (2019)					\$10.40
Adult per capita Spend on Lottery (2018)					\$78
Adult per capita win casino (estimated 2018)					\$279

10-YEAR INTRA-STATE HANDLE TRENDS

(IN THOUSANDS)





California affiliate projections



Golden State Fantasy handle Projections for 360 days of operations

Pari-mutuel outlets	Percent of handle	1st year handle	Daily handle	<u>Estimated Daily Handle Averages</u>		
				Per Contest	Per Contest Pool	Per facility
Account wagering*	40.0%	\$221,582,445	\$615,507	\$20,517	\$6,839	
Racetracks (5)	22.0%	\$121,870,345	\$338,529	\$11,284	\$3,761	\$67,706
Tribal casinos (15)	13.0%	\$72,014,295	\$200,040	\$6,668	\$2,223	\$13,336
CARF (13)	12.0%	\$66,474,733	\$184,652	\$6,155	\$2,052	\$14,204
Mini Satellites (11)	6.0%	\$33,237,367	\$92,326	\$3,078	\$1,026	\$8,393
Non-CARF SWF (3)	7.0%	\$38,776,928	\$107,714	\$3,590	\$1,197	\$35,905
*potentially interstate	100.0%	\$553,956,112	\$1,538,767	\$51,292	\$17,097	

<u>CARF Facility Example</u>	Percent of	1st year handle
	handle	\$5,000,000
Gross Revenues	9.00%	\$450,000
ADW Revenues		\$41,000
Revenue Total		\$491,000
<u>Expenses</u>		
Payroll	3.5%	\$175,000
Subscriptions		\$120,000
Marketing, promotions	1.00%	\$50,000
Office Supplies		\$10,000
Miscellaneous		\$5,000
Communications		\$25,000
Expense Total		\$385,000
Profit		\$106,000

Conceptual Golden State Fantasy Sports Lounge



1st year Revenue projections (example only)



Projected annual facility revenue distribution

		Annual Handle	Revenue			
Guest Facilities	9.00%	\$332,373,667	\$29,913,630			
Content provider (GSF)	5.00%	\$553,956,112	\$27,697,806			
Administrative Fee (takeout)	14.00%	\$553,956,112	\$57,611,436			

Content provider partners revenue/expense

Operations				Expenses		Profits/Reserve
GSFN Hub	2.10%	\$553,956,112	\$11,633,078	\$4,839,682		\$6,793,397
Licensing	0.50%	\$553,956,112	\$2,769,781	\$2,000,000		\$769,781
Carf @ 10%	0.50%	\$553,956,112	\$2,769,781			
Marketing	1.50%	\$553,956,112	\$8,309,342	\$8,309,342		
Tote Hub	0.40%	\$553,956,112	\$2,215,824	\$2,215,824		
	5.00%		\$27,697,806			
ADW Distributions	2.00%	\$221,582,445	\$4,431,649			
Carf @ 10%	0.20%	\$221,582,445	\$443,165			
GSFN Hub	0.20%	\$221,582,445	\$443,165			



Network Partner opportunities



1. Multiple revenue streams:

- SWF, Racetrack, Casino, Card Club – fantasy sports “lounges”, increased foot traffic and operating revenues
- Sports content operating hub – additive revenues through content production and distribution
- Investment return from partner sport content operations
- Social gaming – popular fantasy sports vertical providing fresh, daily content and marketing awareness.
- Instant convertibility to traditional sports wagering

2. Strategic Growth potential:

- Enabling, nongaming fantasy sports legislation approved in over 20 states, 25 additional states permit as contests of skill.
- American Gaming Association estimates a \$150 **Billion** illegal national sports wagering market, \$18.5 **Billion** in California. Sports Wagering approved in 23 states. Fantasy sports hub provides foundational strategy.
- National and International pari-mutuel markets established and enabled for fantasy sports content. GSFS is Tote agnostic

3. Partner strengths:

- Recognized executives, experienced innovators, in both legal sports and pari-mutuel operations
- Established relationships with sports and pari-mutuel operators nationally and internationally
- Patents: Approved U.S. and Australian patents for Pari-mutuel fantasy sports wagering schemes



GOLDEN STATE Fantasy Sports

About



Golden State Fantasy Executive Group



Mike Knapp
President, architect

Knapp has over 40 years of experience in gaming, race and sports book management, sports handicapping and odds-making. Mike started as an analyst and odds maker for the nation's top sports prognostication service of its time, *The Vegas Wire*.

He became the founding Director of the award-winning Race & Sports departments at *Harvey's Resorts/Casino* in Lake Tahoe. While in Northern Nevada, Mike instructed for the *University of Nevada-Reno's* Gaming Certificate Program and composed a weekly sports betting column for the *Sacramento Bee* newspaper.

Knapp directed all operations of *Surfside Race Place at Del Mar* Racetrack in California, the largest stand-alone off-track wagering center in the United States. Additionally, he worked as an executive consultant for the *Del Mar Thoroughbred Club* annual live horse race meeting. He served as Chairman of the Board for the *California Authority of Racing Fairs* (CARF), representing 32 networked off-track racing locations and nine annual live horse race events.

Mike was the Director of New Product Integration, before promotion to Divisional General Manager at *YouBet.com*, then the largest online wagering service in the United States. In 2008, he founded a race and sports wagering consulting practice serving high profile clients in Australia, California, Canada, Delaware, Montana, and Nevada. He has designed award winning race and sports books in California, Delaware and Nevada. Most recently, Knapp created, and co-founded Nevada based *USFantasy*.



Golden State Fantasy Executive Group



"Roxy"

Roxborough

Director

Michael "Roxy" Roxborough is an American odds maker, syndicated columnist, teacher and author. He is best known as founder and owner of Las Vegas Sports Consultants, the international odds making company licensed by the Nevada Gaming Control Board. Roxborough is credited with introducing mathematical formulas and computer models to the multi-billion-dollar sports wagering industry. The Las Vegas Review-Journal listed Roxborough number two in its list of the most influential people in sports of the 20th century. The well know sports betting personality was elected to the Sports Betting Hall of Fame, Class of 2020.

Roxborough was a co-founder of American Wagering Inc, the first U.S. bookmaking company to be listed on a public stock exchange in 1996 (Nasdaq: BETM). He served as a director from the company's inception until March 11, 1998. The company was subsequently purchased by UK Bookmakers William Hill PLC.

"Roxy" also co-founded "America's Line," a daily newspaper sports odds column syndicated by Universal Press in 1988 appearing in more than 120 North American newspapers.

Roxborough and Mike Rhoden co-authored "Sports Book Management: A Guide to the Legal Bookmaker", originally published in 1988 and updated in 1991 and 1998. The 112-page book served as text for the college course Race and Sports Book Management taught at the College of Southern Nevada (formerly Clark County Community College) as part of the Casino Management curriculum.



Pari-mutuel Fantasy Sports



Unlike “house” banked games or the use of salary caps, pari-mutuel systems allow fantasy sports contestants to determine pricing and freedom to play contests according to their expertise: from easy to difficult.

We believe the efficiency inherent with pari-mutuel systems, the original “skilled selection” platform is best suited for Daily Fantasy Sports (DFS) contestants for the following reasons:

1. **EASIER SELECTION PROCESS:** Greatly reduces field sizes allowing for more accurate, skilled and time saving selections. DFS operators typically offer selections of no less than twice the total athletes that will perform in each category, including injured or non-active athletes!
2. **SIMPLICITY THROUGH PROVEN TECHNOLOGY:** GSFS requires a minimum of a single selection from a field of less than 20 athletes. Comparatively, the time-consuming process of typical DFS roster selection requiring no less than 5, more typically 9, individual selections from full rosters of sports teams and easily take up to 15 minutes per transaction.
3. **MORE SKILLFUL, STRAIGHTFORWARD GRADING:** Contest grading is based on far fewer variables than current DFS standards. Typical DFS grading sets dozens of statistical performance elements using addition, subtraction and fractional numbers. The GSFS model grades on the most obvious athletic performance result using simple additions and subtractions and keeping scoring determinants to a minimum. While DFS complexity caters to statisticians and modelers, GSFS targets casual sports fans allowing contestants to enter at their chosen skill level.
4. **CONTESTANT-DETERMINED PRICING:** Contestants determine the athletes' values through the “auction” inherent in the pari-mutuel systems. Typical DFS platforms assign “handicaps” on the athletes with using varied salary values, much like point spreads in sports betting. The assigned salaries in today’s DFS does not change, regardless of disproportion of entry fees creating sensitive “insider” information. Pari-mutuels provides a skillful, transparent system allowing contestants to observe and set the athlete pricing through the open entry fee selection process.
5. **CONTEST FAIRNESS-SCRATCHES:** Sporting events, primarily baseball, postpone regularly due to inclement weather. Roster selections from canceled games provide assure a loss for the contestant. While all contestants have the same potential handicap, it clearly disadvantages those unable to adjust prior to game time. Additionally, all sports render athletes inactive through in-season trades, coaches’ decision, injuries and demotion. GSFS allows for scratches, refunds and/or alternative selections under these circumstances.
6. **“SHARKS VERSUS MINNOWS” INEQUITY SOLVED:** DFS is plagued with unequal win from a small percentage of contestants using computer assisted play (scripting). Additionally, the “insider” information scenarios have not been adequately solved. Results of computer-assisted contestants prove impressive and support the “skilled contest” debate. However, advantaged contestants flood contests with computer assisted roster selection and multiple entries, surreptitiously fleecing casual, less advantaged contestants. Efforts to discourage this practice have unreliable results. Pari-mutuel systems mitigate disproportionate entries through the pooled “auction,” automatically providing pricing adjustment for unbalanced entry on individual athletes. The transparency provided through visible, consistently updated, pari-mutuel athlete pricing eliminates “insider trading” concerns.



Fan feedback : “9 reasons GSFS is best”

By Doug Shain

1) **The scoring system is very simple.** One of the biggest complaints about certain forms of DFS is the scoring can get to be a bit cumbersome with varying levels of points per reception or 1.2 points for rebounds. GSF gets rid of all of that and keeps things straightforward with everything being worth either a whole number or half number. There is never going to be a score of 87.34 in US Fantasy. Fractional scoring like that can be daunting. In Golden State Fantasy Sports (GSFS) if a player rushes for 67 yards, he gets 67 points. Simple and fair.

2) **There is 100% transparency on “ownership” levels.** If you’re not familiar with how a pari-mutuel system works, don’t worry, GSFS is going to get you the education. What’s important to understand is that GSFS puts right on their website how much money has been wagered on all their different types of bets in each prop. Do you want to know how much has been wagered on Kevin Durant to SHOW? Great, it’s right there. How much is in that SHOW pool? It’s there as well. This information can help savvy DFS players like yourself find the best bets to hit the biggest payouts. With that level of transparency, you can easily see who the public likes, thus setting up your contrarian plays to hit the big money (something us DFS players love to do).

3) **Your sleeper plays will pay off if you’re right.** There’s nothing worse than hitting on a big sleeper of in traditional DFS only to have the rest of your lineup be hot garbage. If there’s a player you like flying under the radar, like Jay Ajayi in Week 16, you can bet him in a number of different ways (WIN, PLACE, SHOW, or as part of an exotic like an exacta) to take advantage of his long odds (low ownership in DFS lingo). If Ajayi scores the way you think he will, you win money. That doesn’t happen in traditional DFS unless you’ve surrounded Ajayi with all the right players. One player in traditional DFS can’t lead to a cash, where in GSFS it’s an easy way to cash.

4) **You play who you want to play.** There’s no salary cap to worry about in US Fantasy. If you want to play Sidney Crosby every night, you can do that without having to take a hit elsewhere in your lineup because there is no lineup to worry about. When Crosby hits, you win. It is very frustrating for a casual sports fan to want to put together a traditional DFS lineup but be unable to fit in all the players they want to root for under that salary cap. That’s not an issue at all at with GSFS. You can bet whomever you like in a variety of ways.

5) **If you are a traditional DFS player, your skills WILL translate.** One of the most time-tested ways to win a GPP in traditional DFS is to hit on your contrarian plays, guys that go low owned but pop off for big games. This skill translates incredibly well to GSFS. Go back to any of the previous games in any of the sports and you’ll find players with long odds in the top 3 scorers. In Week 16 of the NFL those guys were Aaron Rodgers in Prop 1, Jay Ajay/David Johnson in Prop 3, and the list goes on. Without having to guess who the “chalk” plays are, you can use your unique set of skills to take full advantage of groupthink and pound the contrarian plays.

6) **Late inactives won’t kill you.** What’s worse than loading up a DFS lineup only to find one your key players was scratched before the game. When the rest of your team hits and you’re sitting with that one zero, you want to throw your computer out the window. Not only did you miss a potentially big payday, but you also lose your entry fee. That’s not the case with GSFS. If a player gets scratched, bring your ticket back to the window after the games and you get your money back. Yes, it still stings to not hit your big trifecta but at least you don’t suffer the indignity of losing your entry as well.

7) **Cash game.** Depositing and withdrawing money from traditional DFS sites is rarely a fun experience and sometimes can be downright frustrating. Here, you can walk to a teller window to enter the contests, then walk back to the window to cash your ticket. There’s no waiting. DFS players love our immediate gratification and there are few things more gratifying than having cash in hand as soon as the results of that day’s action is posted.

8) **Multiple people can hit a big payout.** One of the worst things about traditional DFS is the payout structures are top heavy. If you don’t hit one of the top 3 spots in a GPP, you don’t win the big money. That’s not true here. If you play the right combination of players, you win the same amount of money as everyone else. Everyone who had an Aaron Rodgers/Andrew Luck exacta in Prop 1 in Week 16 got paid 150-1 (\$300 on a \$2 exacta). No, that’s not the same as winning a Milly Maker (though Million Dollar payouts can happen) but if you put \$20 on that exacta, you won \$3,000. In order to win that much in a traditional DFS tournament you’d have to beat out hundreds of thousands of other lineups.

9) **You’re playing for yourself.** - One of the biggest complaints about traditional DFS is people with the most money win the most tournaments because they can enter the most lineups. No lineups required with GSFS. If you pick the player that wins his field you win money, regardless of who anyone else plays. There’s something very satisfying and equitable about a game where you get paid for being right and not having to worry about being “more right” than anyone else.

2020 CARF LIVE RACING OVERHEAD

Updated: 9-11-2020

	ESTIMATED YEAR-END OVERHEAD BASED ON COVID-19 DATES SCHEDULE				
	PLN	SAC	FER	FNO	TOTAL
	18	3	6	6	33
			55%		
	45%	11%	22%	22%	100%
Live Racing Dues	21,590	21,590	6,717	17,991	67,888
Agency Alloc. - Admin Fees	134,909	32,978	65,955	65,955	299,797
CFSA Acctg/CARF Audit	32,552	7,957	15,914	15,914	72,337
CARF Mngmt. Staff	99,449	24,310	48,619	48,619	220,997
Paymaster	34,050	8,323	16,646	16,646	75,666
Paymaster Exp.	675	165	330	330	1,500
Racing Secretary	55,986	13,686	27,371	27,371	124,414
Travel Costs - Live Racing	2,250	550	1,100	1,100	5,000
Telephone Expense	2,150	526	1,051	1,051	4,778
Sports Wagering Consultant	9,000	2,200	4,400	4,400	20,000
Incompass Yr. License Fee	16,245	3,971	7,942	7,942	36,100
Incompass Soft. Upgrade	3,807	930	1,861	1,861	8,459
Simo-Central Monthly Fee	3,724	910	1,821	1,821	8,275
Federation Expenses	2,395	585	1,171	1,171	5,322
Marketing/Website\Recruitment	1,800	440	880	880	4,000
Tattoo(Yr-Rnd Split w/GGF)	6,756	1,651	3,303	3,303	15,013
Winner's Fnd. Donation	1,800	440	880	880	4,000
RTM (Mnt/Trans/TrkMstr)	48,465	11,847	23,694	23,694	107,700
TOTAL CARF OVERHEAD EXPENSES	477,601	133,059	229,656	240,930	1,081,246
Ferndale Outstanding Debt 2019			52,114		52,114
Ferndale Payment (PLN Commissions)	150,000				150,000
TOTAL OVERHEAD EXP + FER EXP.	627,601	133,059	281,770	240,930	1,283,360
CARF Aug. Allocation Offset	56,250	13,750	27,500	27,500	125,000
2019 Outs/Refunds	16,930	6,931	(1,549)	14,544	36,856
Prior Years Lasix Balance	6,024	4,418	2,410	3,615	16,466
TOTAL SHARE OF OVERHEAD	548,397	107,961	253,408	195,271	1,105,038
PLN Meet Dates Compensation	-	-	150,000	-	
GGF Payment FNO Race Dates	-	-	-	200,000	
GGF Payment to Purse Acct.	-	-	-	-	
Vanning & Stabling Savings	-	-	-	-	
	-	-	150,000	200,000	
Draw on CARF Augmentation Fund (SAC+FER)		(107,961)	(103,408)	4,729	(211,369)



CALIFORNIA AUTHORITY OF RACING FAIRS
STATEMENT OF NET POSITION
August 31, 2020

	CURRENT YTD	PRIOR YTD
	08/31/20	08/31/19
ASSETS		
Cash - LAIF & Investments	200,273	196,919
Cash - Operating/Money Market	264,081	401,824
Cash - Trust	3,463,808	2,557,848
Marketable Securities	0	0
A/R - Member Dues	125,180	93,436
A/R - Programs South	31,181	42,536
A/R - Racing Fairs & Settlements	1,923,266	1,337,018
A/R - Other Receivables CMC,DRF,GGF	10,420	32,322
RECEIVABLE FROM HORSEMEN UNSECURED	0	0
Prepays/Deposits	21,946	21,482
OPEB Assets	214,879	396,579
	<hr/>	<hr/>
Total Current Assets	6,255,034	5,079,964
Fixed Assets		
COMPUTER HARDWARE/SOFTWARE	7,601	5,848
TRACK EQUIPMENT	303,548	0
Total Fixed Assets (Net of Depr.)	311,149	5,848
TOTAL ASSETS	<hr/> 6,566,183	<hr/> 5,085,812
DEFERRED OUTFLOWS - OPEB	63,920	1,623
DEFERRED OUTFLOWS - PENSION GASB68	201,358	198,441
	<hr/>	<hr/>
TOTAL ASSETS	6,831,461	5,285,876
LIABILITIES		
A/P & Withholdings	2,162,680	837,425
Compensated Leave Accruals	32,896	27,013
A/P - Program Royalties to Host	1,130	8,100
Racing Distributions	2,010,648	2,978,732
Purses	(320,206)	(1,425,616)
AB460 1%/RTM	(78,699)	219,305
Horsemen's Recruitment Programs	38,978	39,902
LOU-5 - Symposium Funds	0	0
Revenue Generating Project Funds	328,741	342,986
Racing Operations Augmentation Funds	345,233	467,425
Change Fund	1,014,000	1,014,000
FAIRS - Equipment Replacement Funds	106,018	134,089
NET PENSION LIABILITY, GASB68	797,110	697,111
NET OPEB LIABILITY	0	0
TOTAL CURRENT & NONCURRENT LIAB.	<hr/> 6,438,528	<hr/> 5,340,470
DEFERRED INFLOWS - OPEB	2,413	71,713
DEFERRED INFLOWS - PENSION GASB68	156,548	154,339
	<hr/>	<hr/>
NET POSITION		
Agency Fund Equity	753,617	715,979
F&E Net Assets	(28,749)	0
Reserves - PENSION GASB68	(752,300)	(653,009)
Reserves, OPEB GASB 75	211,438	211,438
Net Income/(Net Loss)	49,966	(555,054)
TOTAL NET POSITION	<hr/> 233,972 6,831,461	<hr/> (280,646) 5,285,876



**California Authority of Racing Fairs
Agency & Live Racing Operating Expense Summary**

	2018	2019	2020	2020	2020	2020
	Year End	Year End	Actual	Annual	Budget	% Budget
	Actual	Actual	Jan-Aug	Budget	Variance	
Summary Expenses						
Agency & Live Racing Expenses:						
SALARIES	481,150	485,322	304,570	476,717	172,147	64%
BENEFITS	74,174	59,282	49,544	59,406	9,863	83%
POST RETIREMENT BENEFITS	22,497	86,689	27,208	35,065	7,857	78%
ER TAXES	97,686	107,348	79,910	126,050	46,140	63%
ACCOUNTING	65,000	65,000	45,500	70,000	24,500	65%
AUDIT SERVICES	33,500	31,700	36,250	36,200	(50)	100%
AUTOMOBILE	9,728	4,558	2,645	6,000	3,355	44%
OUTSIDE LABOR	1,338	1,931	585	2,000	1,415	29%
DEPRECIATION	2,743	3,185	2,042	2,000	(42)	102%
DUES/SUBSCRIP	220	0	358	250	(108)	143%
INSURANCE	47,798	48,336	34,127	56,000	21,873	61%
LEGAL	64,551	69,704	25,568	50,500	24,933	51%
LEGISLATIVE	46,679	45,536	26,510	48,000	21,490	55%
MEETINGS	4,373	3,044	2,111	4,500	2,389	47%
MISC	195	125	117	500	383	23%
OFFICE SUPP	18,989	16,376	9,301	18,000	8,699	52%
POSTAGE/SHIP	1,422	660	230	1,000	770	23%
RENT/UTIL	35,770	15,277	8,943	18,000	9,057	50%
REPAIRS/MTCE	0	0	0	500	500	0%
TELEPHONE	9,353	8,870	6,428	11,000	4,572	58%
TRAINING	360	300	0	1,000	1,000	0%
TRAVEL	54,243	55,976	17,787	57,000	39,213	31%
Total Operating Expenses	1,071,769	1,109,220	679,732	1,079,688	399,956	63%



**California Authority of Racing Fairs
Agency Income Statement
August 31, 2020**

	2018 Year End Actual	2019 Year End Actual	2019 Jan-Aug YTD	2020 Jan-Aug YTD	2020 Annual Budget	2020 Budget Variance	2020 % Budget
Revenue:							
Other Revenue/OPEB trust Reimb	1,125	37,804	19,426	19,665	35,000	(15,335)	56%
Interest Income	1,593	2,045	1,376	2,305	1,000	1,305	230%
Member Dues	197,905	203,922	153,656	150,798	201,064	(50,266)	75%
CARF South Prog Admin Fee	0	0	0	0	0	0	0%
Live Racing variance billing		24,956	24,956				
CARF Live Racing Agency Allocation	299,797	299,797	149,899	168,636	299,797	(131,161)	56%
Total Revenue	500,431	568,524	349,313	341,403	536,861	(195,458)	64%
Expenses:							
Salaries	157,218	138,159	92,801	90,612	143,517	52,905	63%
Employee Benefits	27,090	17,545	12,241	15,868	17,456	1,588	91%
Post Retirement Benefits	22,497	86,689	27,231	27,208	35,065	7,857	78%
Payroll Taxes	30,148	27,828	19,023	20,616	33,150	12,534	62%
Accounting Costs	20,313	16,250	10,833	11,375	17,500	6,125	65%
Advertising Expense	0	0	0	0	0	0	0%
Audit Services	12,275	9,800	9,800	15,100	14,300	(800)	106%
Automobile Expense	4,529	710	710	2,645	3,000	355	88%
Contracted Services	1,338	1,931	1,388	585	2,000	1,415	29%
Depreciation	2,743	3,185	2,253	2,042	2,000	(42)	102%
Dues & Subscriptions	220	0	0	308	250	(58)	123%
Insurance Expense	47,798	48,336	31,588	34,127	56,000	21,873	61%
Legal Expenses	64,551	69,704	54,215	25,568	50,000	24,433	51%
Legislative Expenses	46,679	45,536	30,434	26,510	48,000	21,490	55%
Meetings Expense	3,817	2,987	2,263	2,111	4,000	1,889	53%
Misc. (Ag Day Sponsor)	195	125	90	117	500	383	23%
Office Supplies	18,989	16,376	10,621	9,301	18,000	8,699	52%
Postage & Shipping	1,422	660	289	230	1,000	770	23%
Rent (Tribute Road)	35,770	15,277	10,806	8,943	18,000	9,057	50%
Repairs & Maintenance	0	0	0	0	500	500	0%
Telephone Expense	5,755	4,736	3,785	3,389	6,000	2,611	56%
Training	360	300	0	0	1,000	1,000	0%
Travel Expense	3,952	4,257	3,872	2,179	7,000	4,821	31%
Total Expenses	507,655	510,390	324,241	298,833	478,239	179,405	62%
Agency Income (Loss)	(7,224)	58,134	25,073	42,570	58,623	(16,052)	
Southern Prog Income (Loss)	5,124	4,462	15,784	(581)	5,000	(5,581)	
Total Bal Sheet Net Income (Loss)	(2,100)	62,597	40,857	41,989	63,623	(21,633)	
GASB 68 PENSION EXPENSE	37,131	99,291	0	0	50,000	50,000	0%
GASB 75 OPEB EXPENSE							
Total Net Income after GASB68	(39,231)	(36,694)	40,857	41,989	13,623	(71,633)	0



**California Authority of Racing Fairs
Southern Region Income Statement
August 31, 2020**

	2018	2019	2020	2020	2020	2020
	Year End	Year End	Jan-Aug	Annual	Budget	% Budget
	Actual	Actual	YTD	Budget	Variance	
Program Revenue:						
Program Sales	126,585	114,587	17,509	120,000	(102,491)	15%
Other Revenue	0	0	0	0	0	0%
Royalties/Fees Due Host	(121,461)	(110,125)	(18,090)	(115,000)	96,911	16%
Total Revenue	5,124	4,462	(581)	5,000	(5,581)	-12%
Expenses:						
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%
Total Expenses	0	0	0	0	0	0%
Operating Income (Loss)	5,124	4,462	(581)	5,000	(5,581)	-12%
CARF Admin Fee	0	0	0	0	0	0%
Rebate						
Income (Loss)	5,124	4,462	(581)	5,000	(5,581)	-12%



**California Authority of Racing Fairs
Live Racing Income Statement**

August 31, 2020

	2018=42 days	2019=41 days	2019	2020= 24 days	2020	2020	2020
	2018	2019	2019	2020	2020	2020	2020
	Year End	Year End	Jan-Aug	Jan-Aug	Annual	Budget	% Budget
	Actual	Actual	YTD	YTD	Budget	Variance	
Revenues:							
Reimb. From Live Racing Fairs	1,802,311	1,894,625	1,002,917	757,777	1,947,450	(1,189,673)	39%
3rd Party Lasik Reimb	59,267	56,185	50,268	46,006	65,000	(18,994)	71%
Racing Operations Augmentation Funds	75,000	0	0	125,000	125,000	0	100%
NCOTWINC Reimbursement	40,000	0	0	0	0	0	0%
RTM 1% Funds	0	249,174	0	0	160,000		
Advertising Revenue							
Operating Expenses:							
Salaries	323,933	347,164	221,943	213,958	333,200	119,242	64%
Employee Benefits	47,084	41,737	29,610	33,676	41,950	8,274	80%
Payroll Taxes	67,539	79,520	54,832	59,294	92,900	33,606	64%
Accounting Costs	44,688	48,750	32,500	34,125	52,500	18,375	65%
Audit Services	21,225	21,900	21,900	21,150	21,900	750	97%
Automobile Expense	5,199	3,848	1,686	0	3,000	3,000	0%
Legal Expenses	0	0	0	0	500	500	0%
Meetings Expense	557	57	57	0	500	500	0%
Telephone Expense	3,598	4,134	2,504	3,039	5,000	1,961	61%
Travel Expense	50,291	51,719	26,727	15,608	50,000	34,392	31%
Sub-Totals	564,113	598,830	391,759	380,899	601,450	220,551	63%
Racing Support Services:							
Announcer	25,778	22,550	17,600	9,900	30,000	20,100	33%
Condition Bk/Program Cover	9,324	9,808	7,221	3,619	15,000	11,381	24%
Racing Operations Support	107,391	126,971	105,883	72,246	90,000	17,754	80%
HD UPGRADE	0	0	0	0	100,000	100,000	0%
SIMULCAST MANAGEMENT	0	0	0	10,000	20,000	10,000	50%
TC02 Testing	23,110	56,492	53,208	60,073	65,000	4,927	92%
3RD PARTY LASIKS	59,267	56,185	42,108	21,839	65,000	43,161	34%
Marketing/Web Devel	5,120	1,931	1,388	585	3,000	2,415	20%
Network Management	0	0	0	0	0	0	0%
Paymaster Operations	3,674	3,983	3,009	1,261	5,000	3,739	25%
Program Production	161,162	143,528	105,810	39,266	135,000	95,735	29%
Racing Office System	14,992	17,189	12,006	3,998	18,000	14,002	22%
Recruitment	6,370	2,498	1,214	1,216	10,000	8,784	12%
Jumbo Screen	103,500	98,450	75,500	0	100,000	100,000	0%
Supplies	7,668	10,153	5,528	4,615	15,000	10,385	31%
Tattooing	13,934	20,665	16,398	13,667	20,000	6,333	68%
Timing/Clocker	12,606	14,541	10,672	6,182	15,000	8,818	41%
Transportation	2,410	2,730	1,830	0	3,000	3,000	0%
TV Production/Simulcast	190,856	333,598	245,783	155,250	330,000	174,750	47%
RTM ALLOCATION (MAINT)	178,537	162,723	122,424	59,466	140,000	80,534	42%
RTM TRANSPORTATION	78,360	77,275	47,454	9,125	75,000	65,875	12%
RTM PRIOR YEAR LOAN	0	0	0	0	0	0	0%
STABLING AND TRAINING	265,842	281,442	218,400	0	282,000	282,000	0%
RTM SUPPORT COSTS	117,609	158,443	138,943	67,600	160,000	92,400	42%
Sub-Totals	1,387,510	1,601,155	1,232,379	539,907	1,696,000	1,156,093	32%
Total Gross Expenses	1,951,623	2,199,984	1,624,138	920,806	2,297,450	1,376,644	40%
Total Net Expenses	1,836,623	1,894,625	1,582,030	773,967	1,947,450		

7,977 over (under) billbacks

2021 Proposed Northern California Race Dates DRAFT

2020

December						
S	M	T	W	T	F	S
		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		

Race days subject to change

Updated 9-15-20

Pleasanton	15
Sacramento	11
Ferndale (Unoverlapped)	6
Fresno	8

2021

January						
S	M	T	W	T	F	S
					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

February						
S	M	T	W	T	F	S
	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						

March						
S	M	T	W	T	F	S
	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						
S	M	T	W	T	F	S
31				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				

May						
S	M	T	W	T	F	S
						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

June						
S	M	T	W	T	F	S
		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			
7						

July						
S	M	T	W	T	F	S
				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
8						10

August						
S	M	T	W	T	F	S
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				
1						6

September						
S	M	T	W	T	F	S
			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						
S	M	T	W	T	F	S
					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
8						

November						
S	M	T	W	T	F	S
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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

December						
S	M	T	W	T	F	S
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12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

2020

Yearly Calendar

January						
Su	M	Tu	W	Th	F	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	M	Tu	W	Th	F	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	M	Tu	W	Th	F	Sa
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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	M	Tu	W	Th	F	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	M	Tu	W	Th	F	Sa
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17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

June						
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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	M	Tu	W	Th	F	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	M	Tu	W	Th	F	Sa
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23	24	25	26	27	28	29
30	31					

September						
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27	28	29	30			

October						
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November						
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22	23	24	25	26	27	28
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December						
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27	28	29	30	31		

2021

Yearly Calendar

January						
Su	M	Tu	W	Th	F	Sa
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17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

February						
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21	22	23	24	25	26	27
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March						
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21	22	23	24	25	26	27
28	29	30	31			

April						
Su	M	Tu	W	Th	F	Sa
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25	26	27	28	29	30	

May						
Su	M	Tu	W	Th	F	Sa
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30	31					

June						
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27	28	29	30			

July						
Su	M	Tu	W	Th	F	Sa
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August						
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September						
Su	M	Tu	W	Th	F	Sa
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October						
Su	M	Tu	W	Th	F	Sa
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November						
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28	29	30				

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Su	M	Tu	W	Th	F	Sa
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26	27	28	29	30	31	