

a California joint powers agency

1776 Tribute Road, Suite 150 Sacramento, CA 95815 Office: 916.263.3346 Fax: 916.263.3341 www.calfairs.com

NOTICE CALIFORNIA AUTHORITY OF RACING FAIRS BOARD OF DIRECTORS & LIVE RACING COMMITTEE CONCURRENT MEETING JEROME HOBAN, CHAIR 11:00 A.M., TUESDAY, DECEMBER 1, 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, December 1, 2020. The meeting will be held via teleconference.

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.

Dial-In Number: 1-669-900-6833 Meeting ID: 950 0946 9743 Access Code: 884516

Zoom Link:

https://zoom.us/j/95009469743



a California joint powers agency

1776 Tribute Road, Suite 150 Sacramento, CA 95815 Office: 916.263.3346 Fax: 916.263.3341 www.calfairs.com

AGENDA CALIFORNIA AUTHORITY OF RACING FAIRS BOARD OF DIRECTORS & LIVE RACING COMMITTEE CONCURRENT MEETING JEROME HOBAN, CHAIR 11:00 A.M., TUESDAY, DECEMBER 1, 2020

Notice is hereby given that a meeting of the California Authority of Racing Fairs' Board of Directors and the Live Racing Committee will commence at 11:00 A.M., Tuesday, December 1, 2020. The meeting will be held via teleconference.

AGENDA

- I. Date, Time and Location of Next Meeting: December 1, 2020 via teleconference.
- II. Public Comment.
- III. Approval of Minutes.
- IV. Report, Discussion and Action, if any, on Legislative Program.
- V. Report, Discussion and Action, if any, on 2021 Budget.
- VI. Report, Discussion and Action, if any, on Racing Calendar and Live Racing Operations.
- VII. Executive Director's Report.

CALIFORNIA AUTHORITY OF RACING FAIRS Board of Directors & Live Racing Committee Concurrent Meeting Tuesday, November 3, 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, November 3, 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: Jerome Hoban, Dan Jacobs, Rick Pickering, Dana Stoehr and Kelly Violini.

CARF Live Racing Committee members joining by conference call: Jerome Hoban, Lauri King, Jim Morgan and Rick Pickering.

Staff and Guests participating via conference call: Larry Swartzlander, Tom Doutrich, Heather Haviland, Vicki Layne, Juliana Gomes, Raechelle Gibbons, Louie Brown, Tom Martinez, Michael Margetts, Jeanne Wasserman, Leslie Bihscoff and Caroline Titus.

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. December 1, 2020 by teleconference originating in Sacramento.

Agenda Item 2 – Public Comment. None.

Agenda Item 3 – Approval of Minutes. {ACTION} Mr. Pickering moved to approve the CARF Board of Directors & Live Racing Committee concurrent meeting minutes for October 6, 2020 as presented. Mr. Jacobs seconded, unanimously approved.

Agenda Item 4 – Report, Discussion and Action, if any on Legislative Program. Mr. Brown reported that the legislature is still in recess and that today is election day. The current focus is on the national stage for the presidential election. Mr. Brown will assemble and distribute a pamphlet detailing the newly elected officials. The legislature will return on the first week of December and the session for 2021 will be hosted similarly to 2020, in that the legislature will be working remotely. Mr. Brown expects to move forward with submitting one to two spot bills for CARF.

Mr. Swartzlander feels confident moving forward with the fantasy sports proposal to enhance the satellite wagering product, with an implementation date of August 1, 2021. Mr. Swartzlander adds that CARF is ready to initiate the proper legal and implementation processes. Mr. Swartzlander hopes to have a contract ready for the Board's consideration in December with California Sports Wagering, LLC. and Mike Knapp.

Mr. Swartzlander updated the board in regards to the status of satellites: the Alameda County Fair satellite has opened, the Big Fresno Fair's partner (Club One) has closed but is currently seeking a new card room location in Fresno and the San Joaquin County Fair's proposal for their satellite is currently under consideration at CDFA. Mr. Swartzlander added that the southern California satellites are either currently partnered or working on agreements with the California Sports Wagering, LLC.

Agenda Item 5 – Report, Discussion and Action, if any, on 2019 Independent Audit Report.Kevin Wong from Gilbert & Associates presented the results of the CARF audit for the year ending in December 31, 2019.

Mr. Wong reported that CARF management was cooperative and well-prepared throughout the audit process. The audit found that the financial statements fairly presented the financial position of the agency and are in accordance with all acceptable accounting principles. Mr. Wong reported that Gilbert & Associates has made a modified opinion regarding ADW due to the lack of financial evidence provided from the providers and that a segregation of duties for the Paymaster position is encouraged, but they did not find any issue with the current reporting.

Mr. Wong noted that last year's audit finding regarding staff vacation accrual has been lowered to proper thresholds and he now considers this issue resolved.

Mr. Hoban asked for clarification in regards on how to move forward and possibly correct the ADW issue. Mr. Wong noted that the Gilbert team is unable to locate any type of assurance that confirms ADW companies are providing CARF with the amount of money they are due. Ms. Gibbons added that brick and mortar locations undergo an audit after every race meet so those numbers are always guaranteed, but due to the private sector nature of ADW companies, they are unable to obtain audit numbers. Due to the nature of 2020, and the significantly higher ADW contribution, Ms. Gibbons hopes to create a justification report to help confirm the numbers reported by CARF for their ADW numbers in the future.

Mr. Pickering asked if CHRB has any audit or financial statements of these ADW companies. Ms. Gibbons noted that CHRB does not require it of the ADW companies. Mr. Swartzlander noted that there are two different issues with ADW companies in regards to hub agreements and geo-location services currently at large. In the future, Mr. Swartzlander wishes to have ADW companies in line with brick and mortars audits – but believes at the current time, there are enough checks and balances to confirm and accept that ADW numbers provided. Mr.

Hoban agreed and noted that customer approval and transparency is a key addition to checks and balances in the public sector.

{ACTION} Mr. Jacobs moved to accept the 2019 CARF Audit Report as presented. Ms. Stoehr seconded, unanimously approved.

Agenda Item 6 – Financials. Ms. Gibbons reported that the financials in the packet are from last month and will be updated for the next board meeting. No questions.

Mr. Swartzlander added that Ms. Gibbons and Ms. Haviland are working on multiple scenarios to provide the board options in regards to the unknown race calendar for 2021.

Agenda Item 7 – Report, Discussion and Action, if any, on Racing Calendar and Live Racing Operations. Mr. Swartzlander reported that Executive Director Scott Chaney of CHRB had reached out to him in regards to 2021 northern California race dates.

Mr. Hoban added that the CHRB had previously designated southern California race dates for 2021 and northern California race dates up to June, 15, 2021 and he notes that the Alameda County Fair plans to follow as it has done in prior years.

Agenda Item 8 – Executive Director's Report. Mr. Hoban reported on a meeting with WFA's Sarah Cummings and Pat Conklin in regards to the CARF seats held in their organization. Mr. Hoban noted the importance of the racing fairs and what CARF represents in the industry and felt that the main issue with the CARF seat was fact that the organization is solely California-based when the WFA board hosts seats for multiple Western state's representation. Both parties agreed to further their discussions with board members in the future.

Respectfully submitted, Juliana Gomes



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

| | 2018 Year End Actual | 2019 Year End Actual | 2020 Estimated Year End | 2020 Annual Budget | 2020 Budget Variance | 2020 % Budget | 2021 Scenario 1 Budget | 2021 Scenario 2 Budget | 2021 Scenario 3 Budget |
|---------------------------------|----------------------------|----------------------------|-------------------------------|--------------------------|----------------------------|------------------|------------------------------|------------------------------|------------------------------|
| - | Actual | Actual | Tear End | Duaget | variance | | Duuget | Duuget | Buaget |
| Summary Expenses | | | | | | | | | |
| Salaries | 481,150 | 485,322 | 421,254 | 476,717 | 55,463 | 88% | 367,438 | 367,438 | 367,438 |
| Employee Benefits | 74,174 | 59,282 | 72,035 | 59,406 | (12,629) | 121% | 70,399 | 70,399 | 70,399 |
| Post Retirement Benefits | 22,497 | 86,689 | 38,409 | 35,065 | (3,344) | 110% | 43,081 | 43,081 | 43,081 |
| Payroll Taxes | 97,686 | 107,348 | 113,271 | 126,050 | 12,779 | 90% | 117,487 | 117,487 | 117,487 |
| Accounting Costs | 65,000 | 65,000 | 68,250 | 70,000 | 1,750 | 98% | 68,263 | 68,263 | 68,263 |
| Audit Services | 33,500 | 31,700 | 37,950 | 36,200 | (1,750) | 105% | 17,300 | 17,300 | 17,300 |
| Automobile Expense | 9,728 | 4,558 | 2,995 | 6,000 | 3,005 | 50% | 6,000 | 6,000 | 5,000 |
| Contracted Services | 1,338 | 1,931 | 1,085 | 2,000 | 915 | 54% | 1,000 | 1,000 | 1,000 |
| Depreciation | 2,743 | 3,185 | 3,526 | 2,000 | (1,526) | 176% | 3,500 | 3,500 | 3,500 |
| Dues & Subscriptions | 220 | 0 | 458 | 250 | (208) | 183% | 400 | 400 | 400 |
| Insurance Expense | 47,798 | 48,336 | 51,936 | 56,000 | 4,064 | 93% | 52,000 | 52,000 | 52,000 |
| Legal Expenses | 64,551 | 69,704 | 40,000 | 50,500 | 10,500 | 79% | 40,000 | 40,000 | 40,000 |
| Legislative Expenses | 46,679 | 45,536 | 45,515 | 48,000 | 2,485 | 95% | 46,000 | 46,000 | 46,000 |
| Meetings Expense | 4,373 | 3,044 | 2,377 | 4,500 | 2,123 | 53% | 2,500 | 2,500 | 2,500 |
| Miscellaneous | 195 | 125 | 190 | 500 | 310 | 38% | 200 | 200 | 200 |
| Office Supplies | 18,989 | 16,376 | 10,045 | 18,000 | 7,955 | 56% | 5,000 | 5,000 | 5,000 |
| Postage & Shipping | 1,422 | 660 | 456 | 1,000 | 544 | 46% | 500 | 500 | 500 |
| Rent (Tribute Road) | 35,770 | 15,277 | 13,414 | 18,000 | 4,586 | 75% | 13,500 | 13,500 | 13,500 |
| Repairs & Maintenance | 0 | 0 | 0 | 500 | 500 | 0% | 500 | 500 | 500 |
| Telephone Expense | 9,353 | 8,870 | 8,915 | 11,000 | 2,085 | 81% | 9,500 | 9,500 | 9,500 |
| Training | 360 | 300 | 0 | 1,000 | 1,000 | 0% | 1,000 | 1,000 | 0 |
| Travel Expense | 54,243 | 55,976 | 19,512 | 57,000 | 37,488 | 34% | 57,000 | 47,500 | 20,000 |
| Total Operating Expenses | 1,071,769 | 1,109,220 | 951,594 | 1,079,688 | 128,094 | 88% | 922,567 | 913,067 | 883,567 |

Revised 11/13/2020 1 of 4



California Authority of Racing Fairs Agency Income Statement Estimated Year End for 2020 and 2021 Budgets

| | 23. | | | 2020 and 202 | - Duageto | | | 40 Live Racing | | 34 Live Racing | 18 Pleas live racing |
|---|----------|----------|----------|--------------|-----------|----------|----------|----------------|---|----------------|----------------------|
| | | | | 2020 | | | | | | | |
| | 2018 | 2019 | 2020 | 2020 | 2020 | 2020 | 2020 | 2021 | | 2021 | 2021 |
| | Year End | Year End | Jan-Sept | Estimated | Annual | Budget | % Budget | Scenario 1 | | Scenario 2 | Scenario 3 |
| _ | Actual | Actual | YTD | Year End | Budget | Variance | | Budget | | Budget | Budget |
| Revenue: | | 25 004 | 20.505 | 20, 400 | 25.000 | (5.440) | | 12.000 | | 12.000 | 42.000 |
| Other Revenue/OPEB trust Reimb | 1,125 | 37,804 | 28,587 | 38,409 | 35,000 | (6,413) | 110% | 43,000 | 1 | 43,000 | 43,000 |
| Interest Income | 1,593 | 2,045 | 2,309 | 2,309 | 1,000 | 1,309 | 231% | 1,000 | | 1,000 | 1,000 |
| Member Dues | 197,905 | 203,922 | 150,798 | 201,064 | 201,064 | (50,266) | 100% | 201,064 | | 201,064 | 201,064 |
| CARF South Prog Admin Fee | 5,124 | 4,462 | 0 | 0 | 5,000 | (5,000) | 0% | 3,000 | | 2,000 | 1,000 |
| CARF Live Racing Agency Allocation | 299,797 | 299,797 | 299,797 | 299,797 | 299,797 | 0 | 100% | 299,797 | | 299,797 | 299,797 |
| Total Revenue | 530,511 | 548,031 | 481,491 | 541,578 | 541,861 | (60,370) | 100% | 547,861 | | 546,861 | 545,861 |
| _ | | | | | | | | | | | |
| Expenses: | | | | | | | | | _ | | |
| Salaries | 157,218 | 138,159 | 100,760 | 126,454 | 143,517 | 42,757 | 88% | 127,140 | 2 | 127,140 | 127,140 |
| Employee Benefits | 27,090 | 17,545 | 16,802 | 22,408 | 17,456 | 654 | 128% | 18,170 | | 18,170 | 18,170 |
| Post Retirement Benefits | 22,497 | 86,689 | 30,008 | 38,409 | 35,065 | 5,057 | 110% | 43,081 | 3 | 43,081 | 43,081 |
| Payroll Taxes | 30,148 | 27,828 | 21,932 | 29,106 | 33,150 | 11,218 | 88% | 37,927 | | 37,927 | 37,927 |
| Accounting Costs | 20,313 | 16,250 | 12,797 | 17,063 | 17,500 | 4,703 | 98% | 17,063 | | 17,063 | 17,063 |
| Audit Services | 12,275 | 9,800 | 16,050 | 16,050 | 14,300 | (1,750) | 112% | 6,238 | 4 | 6,238 | 6,238 |
| Automobile Expense | 4,529 | 710 | 2,645 | 2,995 | 3,000 | 355 | 100% | 3,000 | | 3,000 | 3,000 |
| Contracted Services | 1,338 | 1,931 | 585 | 1,085 | 2,000 | 1,415 | 54% | 1,000 | | 1,000 | 1,000 |
| Depreciation | 2,743 | 3,185 | 2,635 | 3,526 | 2,000 | (635) | 176% | 3,500 | | 3,500 | 3,500 |
| Dues & Subscriptions | 220 | 0 | 308 | 408 | 250 | (58) | 163% | 400 | | 400 | 400 |
| Insurance Expense | 47,798 | 48,336 | 38,440 | 51,936 | 56,000 | 17,560 | 93% | 52,000 | | 52,000 | 52,000 |
| Legal Expenses | 64,551 | 69,704 | 31,008 | 40,000 | 50,000 | 18,993 | 80% | 40,000 | | 40,000 | 40,000 |
| Legislative Expenses | 46,679 | 45,536 | 34,115 | 45,515 | 48,000 | 13,885 | 95% | 46,000 | | 46,000 | 46,000 |
| Meetings Expense | 3,817 | 2,987 | 2,127 | 2,377 | 4,000 | 1,873 | 59% | 2,500 | | 2,500 | 2,500 |
| Miscellaneous | 195 | 125 | 130 | 190 | 500 | 370 | 38% | 200 | | 200 | 200 |
| Office Supplies | 18,989 | 16,376 | 9,445 | 10,045 | 18,000 | 8,555 | 56% | 5,000 | 5 | 5,000 | 5,000 |
| Postage & Shipping | 1,422 | 660 | 256 | 456 | 1,000 | 744 | 46% | 500 | | 500 | 500 |
| Rent (Tribute Road) | 35,770 | 15,277 | 10,060 | 13,414 | 18,000 | 7,940 | 75% | 13,500 | 6 | 13,500 | 13,500 |
| Repairs & Maintenance | 0 | 0 | 0 | 0 | 500 | 500 | 0% | 500 | | 500 | 500 |
| Telephone Expense | 5,755 | 4,736 | 3,636 | 4,386 | 6,000 | 2,364 | 73% | 4,500 | | 4,500 | 4,500 |
| Training | 360 | 300 | 0 | 0 | 1,000 | 1,000 | 0% | 1,000 | | 1,000 | 0 |
| Travel Expense | 3,952 | 4,257 | 2,179 | 2,679 | 7,000 | 4,821 | 38% | 7,000 | | 5,000 | 3,000 |
| Total Expenses | 507,655 | 510,390 | 335,919 | 428,502 | 478,239 | 142,319 | 90% | 430,218 | | 428,218 | 425,218 |
| Agency Income (Loss) | 22,856 | 37,641 | 145,572 | 113,076 | 63,623 | 81,949 | | 117,644 | | 118,644 | 120,644 |
| GASB 68 PENSION EXPENSE GASB 75 OPEB EXPENSE | 37,131 | 99,291 | 0 | 50,000 | 50,000 | 50,000 | 0% | 50,000 | | 50,000 | 50,000 |
| Total Net Income after GASB68 | (14,275) | (61,650) | 145,572 | 63,076 | 13,623 | 31,949 | | 67,644 | | 68,644 | 70,644 |

FOOTNOTES:

OPEB reimbursement increase due to Layne retirement
Salary reductions - 3months in 2021
Retiree expenses increase due to Layne retirement
Audit for 2020 Year will be changed to Financial review with GASB 68 and 75 reporting
Office supplies decrease due to termination of copier lease and storage contracts
CARF office rent reduced by moving downstairs at Tribute building

Revised 11/13/2020 2 of 4



California Authority of Racing Fairs Southern Programs Income Statement Estimated Year End for 2020 and 2021 Budgets

| | 2018 | 2019 | 2020 | 2020 | 2020 | 2020 | 2020 | 2021 | 2021 | 2021 |
|-----------------------------|-----------|-----------|----------|-----------|-----------|-----------|----------|------------|------------|------------|
| | Year End | Year End | Jan-Sept | Estimated | Annual | Budget | % Budget | Scenario 1 | Scenario 2 | Scenario 3 |
| | Actual | Actual | YTD | Year End | Budget | Variance | | Budget | Budget | Budget |
| Program Revenue: | | | | | | | | | | |
| Program Sales | 126,585 | 114,587 | 18,090 | 18,090 | 120,000 | (101,910) | 15% | 100,000 | 50,000 | 20,000 |
| Other Revenue | 0 | 0 | 0 | | 0 | 0 | 0% | 0 | | 0 |
| Royalties/Fees Due Host | (121,461) | (110,125) | (18,090) | (18,090) | (115,000) | 96,911 | 16% | (97,000) | (48,000) | (19,000) |
| Total Revenue | 5,124 | 4,462 | 0 | 0 | 5,000 | (5,000) | 0% | 3,000 | 2,000 | 1,000 |
| Ermonaga | | | | | | | | | | |
| Expenses: Legal Expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | | 0 |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | | 0 |
| Meetings Expense | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | | 0 |
| Misc Exp.(Storage) | | | | 0 | | 0 | 0% | 0 | | 0 |
| Office Supplies | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | | 0 |
| Paper Expense | 0 | 0 | | 0 | 0 | 0 | 0% | 0 | | 0 |
| Postage & Shipping | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | | 0 |
| Printing Supplies | · · | 0 | - | 9 | • | • | | 0 | | 0 |
| Rent & Utility Expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | | 0 |
| Repairs & Maintenance | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | | 0 |
| Telephone Expense | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | | 0 |
| Travel Expense | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | | 0 |
| Total Expenses | 0 | 0 | 0 | | 0 | 0 | 0% | 0 | | 0 |
| Operating Income (Loss) | 5,124 | 4,462 | 0 | 0 | 5,000 | (5,000) | 0% | 3,000 | 2,000 | 1,000 |
| | | | | | · | · | | | | |
| CARF Admin Fee | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0 | 0 | 0 |
| Rebate | | | | | | | | | | |
| Income (Loss) | 5,124 | 4,462 | 0 | 0 | 5,000 | (5,000) | 0% | 3,000 | 2,000 | 1,000 |

Revised 11/13/2020 3 of 4



California Authority of Racing Fairs Live Racing Income Statement Estimated Year End for 2020 and 2021 Budgets

Total Net Expenses

1,777,355

1.894.625

700.855

2018=42 days 2019=41 days 2020= 18 days 2021 = 40 days 2021 = 34 days 2021 = 18 days 2018 2019 2020 2020 2020 2020 2020 2021 2021 18 Pleas live racing Budget 40 Live Racing 34 Live Racing Year End Estimated Year End Jan-Sept YTD Annual Budget % Budget Actual Actual Year End Budget Variance Budget Revenues: Reimb. From Live Racing Fairs 1,802,311 978,086 1,947,450 50% 1,035,050 1,894,625 (969,364) 2,004,850 (18,994) 119,903 65,000 55,250 3rd Party Lasik Reimb 59,267 75,000 56,185 46,006 30,000 244,903 65,000 125,000 46% 196% 30,000 Racing Operations Augmentation Funds NCOTWINC Reimbursement 244,903 40,000 0% RTM 1% Funds Advertising Revenue 160,000 55% 1,065,050 (868, 454),348,350 2,060,100 Operating Expenses: Operating Expens Salaries Employee Benefits Payroll Taxes Accounting Costs Audit Services 237,380 35,657 64,988 38,391 21,900 323,933 47,084 67,539 44,688 21,225 347,164 41,737 79,520 48,750 21,900 333,200 41,950 92,900 52,500 21,900 240,298 52,229 79,560 51,200 11,063 240,298 52,229 79,560 51,200 11,063 240,298 52,229 79,560 51,200 11,063 294,800 95.820 88% 49,628 84,165 51,187 21,900 6,293 27,912 14,109 118% 91% 97% 100% 0 50 0 0 0 3,537 3.000 Automobile Expense 5,199 3,848 0 50 3,000 0% 0% 0% 0% 0% 91% 3.000 3,000 2.000 3,000 (50) 0 500 500 1,463 Dues & Subscriptions NTRA 0 50 0 0 4,528 16,833 523,092 Insurance Expense Legal Expenses Meetings Expense Telephone Expense 500 500 5,000 0 0 5,000 0 0 5,000 57 4,134 5,000 50,000 492,350 Travel Expense Sub-Totals 50,291 15,833 417,735 50,000 601,450 34,167 183,715 34% 87% 42,500 484,850 17,000 458,350 Racing Support Services: Announcer Condition Bk/Program Cover Racing Operations Support Signal Broadcast (RCN) 85% 25,500 8,500 106,250 85,000 24,000 25,778 9,324 107,391 22,550 9,808 126,971 9,900 3,619 72,612 0 30,000 15,000 90,000 100,000 20,100 11,381 17,389 100,000 10,000 3,700 74,000 30,000 9,900 3,619 73,094 28,259 18,000 61,273 21,839 585 1,551 53,233 3,998 1,216 33% 24% 81% 28% 90% 94% 30,000 10,000 125,000 125,000 100,000 24,000 2,000 47,000 135,000 10,000 10,000 20,000 15,000 330,000 140,000 330,000 140,000 25,000 32,000 20 12,000 61,273 Simulcast Management Fitness Vet/TC02 Testing 20,000 65,000 8,000 3,727 24,000 23,110 144,500 56,492 62,000 Fitness Vet/TC02 Testing
3RD PARTY LASIKS
Marketing/Web Devel
Paymaster Operations direct exp
Incompass Racing Office
Racing Office Expenses
Pagnitudes 23,110 59,267 5,120 3,674 161,162 14,992 6,370 103,500 7,668 13,934 144,500 42,500 1,700 34,000 114,750 15,300 8,500 85,000 56,492 56,185 1,931 3,983 143,528 17,189 2,498 3,727 43,161 2,415 3,587 95,735 14,002 22,000 1,000 22,000 42,000 4,000 2,000 21,839 585 65,000 34% 20% 31% 39% 22% 12% 0% 31% 68% 41% 0% 38% 53% 12% 0% 3,000 5,000 135,000 18,000 10,000 1,413 39,266 3,998 1,216 Recruitment 8,784 100,000 Jumbo Screen 98,450 10,153 0 4,615 100,000 Jumbo Screen
Supplies
Tattooing
Timing/Clocker
Transportation of silks
TV Production/Simulcast
RTM ALLOCATION (MAINT) 4.615 8,500 17,000 12,750 2,550 280,500 119,000 5,000 15,000 10,385 4,615 13,667 6,182 0 127,010 74,272 9,125 10,385 6,333 8,818 3,000 174,750 75,297 65,875 282,000 5,000 15,000 6,500 0 127,000 75,000 9,500 20,000 20,665 13,667 20,665 14,541 2,730 333,598 162,723 77,275 281,442 12,606 2,410 190,856 178,537 6,182 0 155,250 15,000 3,000 330,000 64,703 140,000 RTM TRANSPORTATION 78,360 265,842 9,125 75,000 282,000 63,750 239,700 STABLING AND TRAINING 0 72,000 606,700 RTM SUPPORT COSTS 68,600 49,861 45% 34% Total Gross Expenses 1,065,050

839,387 1,947,450

2.283,350

2,004,850

1.035,050

Revised 11/13/2020 4 of 4

CHRB Approved 2021 Northern California Race Dates

2019

Updated 11-20-20

| December | | | | | | | | | | |
|----------|----|----|----|----|----|----|--|--|--|--|
| S | М | Т | W | Т | 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

| Pleasanton | 15 |
|-----------------------|------|
| Sacramento | 11 |
| Ferndale (Unoverlappe | d) 3 |
| Ferndale (Overlapped) | 3 |
| Fresno | 9 |

2021

| | January | | | | | | | | | | |
|---|---------|----|----|----|----|----|----|--|--|--|--|
| S | 5 | М | T | W | Т | F | S | | | | |
| | | | | | | 1 | 2 | | | | |
| | 3 | 4 | 5 | 6 | 7 | 8 | 9 | | | | |
| 1 | LO | 11 | 12 | 13 | 14 | 15 | 16 | | | | |
| 1 | L7 | 18 | 19 | 20 | 21 | 22 | 23 | | | | |
| 2 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | | | | |

| February | | | | | | | | | | |
|----------|----|----|----|----|----|----|--|--|--|--|
| S | М | Т | W | Т | 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 | | | | | | | | | |
| | 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 | М | Т | W | Т | 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 | М | Т | W | Т | 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 | М | Т | W | Т | 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 | М | Т | W | Т | 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 | М | T | W | Т | 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 | М | Т | W | Т | F | S | | | |
| 30 | 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 | 28 | 29 | 30 | | | | | |

| October | | | | | | | | | |
|---------|----|----|----|----|----|----|--|--|--|
| S | М | Т | W | Т | 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 | | | |

| November | | | | | | | | | |
|----------|---------------|-------------------|-----------------------------------|--|---|--|--|--|--|
| S | Μ | Т | W | Т | 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 14 21 | 1 7 8 14 15 21 22 | S M T 1 2 7 8 9 14 15 16 21 22 23 | S M T W 1 2 3 7 8 9 10 14 15 16 17 21 22 23 24 | S M T W T 1 2 3 4 7 8 9 10 11 14 15 16 17 18 21 22 23 24 25 | S M T W T F 1 2 3 4 5 7 8 9 10 11 12 14 15 16 17 18 19 21 22 23 24 25 26 | | | |

| December | | | | | | | | |
|----------|----|----|----|----|----|----|--|--|
| S | М | T | W | Т | 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 | | | |

2020

Yearly Calendar

| | January | | | | | | | | |
|----|---------|----|----|----|----|----|--|--|--|
| Su | М | 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 | | |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | | |
| 8 | 9 | 10 | 11 | 12 | 13 | 14 | | |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 | | |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 | | |
| 29 | 30 | 31 | | | | | | |
| | | | | | | | | |

| | April | | | | | | | | |
|----|-------|----|----|----|----|----|--|--|--|
| Su | М | 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 | М | 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 | | | | | | | | |

| | June | | | | | | | | |
|----|------|----|----|----|----|----|--|--|--|
| 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 | | | | | | | |
| | | | | | | | | | |

| July | | | | | | | | |
|------|----|----|----|----|----|----|--|--|
| Su | М | 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 | М | 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 | | | | | | | |

| September | | | | | | | | |
|-----------|----|----|----|----|----|----|--|--|
| Su | М | 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 | | | | | |
| | | | | | | | | |

| October | | | | | | | | |
|---------|----|----|----|----|----|----|--|--|
| Su | М | 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 | | |
| | | | | | | | | |

| | November | | | | | | | | |
|----|----------|----|----|----|----|----|--|--|--|
| Su | М | 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 | | | | | | | | |
| | | | | | | | | | |

| December | | | | | | | | |
|----------|----|----|----|----|----|----|--|--|
| Su | М | 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 | | | | |
| | | | | | | | | |

2021

Yearly Calendar

| | January | | | | | | | | |
|----|---------|----|----|----|----|----|--|--|--|
| Su | М | 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 | М | 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 | | | | | | | | |
| | | | | | | | | |

| March | | | | | | | | |
|-------|----|----|----|----|----|----|--|--|
| Su | М | 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 | | | | | |
| | | | | | | | | |

| April | | | | | | | | |
|-------|----|----|----|----|----|----|--|--|
| Su | М | 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 | М | 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 | | | | | | | |

| June | | | | | | | | |
|------|----|----|----|----|----|----|--|--|
| Su | М | 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 | | | | | |
| | | | | | | | | |

| July | | | | | | | | |
|------|----|----|----|----|----|----|--|--|
| Su | М | 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 | М | 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 | | | | | |
| | | | | | | | |

| September | | | | | | | |
|-----------|----|----|----|----|----|----|--|
| Su | М | 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 | | | |
| | | | | | | | |

| October | | | | | | | | |
|---------|-------------------|----|----|----|----|----|--|--|
| Su | 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 | | | | | | | | |

| | November | | | | | | | |
|----|----------|----|----|----|----|----|--|--|
| Su | М | 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 | | | | | | |
| | | | | | | | | |

| December | | | | | | | |
|----------|----|----|----|----|----|----|--|
| Su | М | 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 | | |
| | | | | | | | |