

CALIFORNIA AUTHORITY OF RACING FAIRS

# CARF RECRUITMENT PROGRAM 2012

RACING FAIR PROGRAM TO RECRUIT OUT-OF-STATE HORSE OWNERS  
AND TRAINERS TO COMPETE IN CALIFORNIA



CHRISTOPHER KORBY, EXECUTIVE DIRECTOR  
DECEMBER 2012

## 2012 OUT-OF-STATE RECRUITMENT PROGRAM

### SUMMARY

#### GOALS AND OBJECTIVES

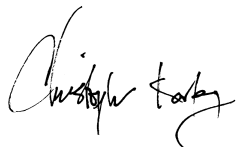
Since 2001, the California Authority of Racing Fairs (CARF) has conducted a program to actively recruit out-of-state owners, trainers and horses to compete on the Northern California Summer Racing Circuit. The goal of the program is simple: increase the field size for summer racing in Northern California. In order to accomplish this goal, CARF has set three objectives for the program: 1) inform and educate horsemen in other jurisdictions about the benefits of racing in California; 2) retain horsemen who have elected to compete in Northern California in previous years; and 3) offer financial incentives to assist horsemen with the cost of shipping horses to Northern California.

#### RECRUITMENT VISITS OUT-OF-STATE

Each spring CARF schedules a series of out-of-state recruitment visits in order to 1) personally meet one-on-one with horsemen in other jurisdictions; 2) explain the benefits of our program; and 3) invite them to compete in Northern California for the summer. In 2012, these visits included recruitment trips to Turf Paradise, Portland Meadows and L.A. County Fair . To streamline expenses, recruitment trips now consist of a reception for horsemen, eliminating the traditional sit down dinners. These visits allow CARF management to respond personally and directly to questions or concerns about such matters as workmen's compensation, backstretch labor inspections and purse structures. In addition to the receptions and the personal visits with horsemen, CARF distributes an extensive packet of information to educate and inform horsemen about current issues of interest in California. By word of mouth, information about the program has also reached horsemen in Iowa, Idaho, West Virginia, New Mexico, Utah and Washington.

#### RELOCATION FEES

In order to financially assist horsemen who choose to ship horses to our circuit, in 2012 CARF paid a \$300 Relocation Fee to the owner of any horse shipping into Northern California from over 600 miles for the horse's first start and \$150 for the horse's second start. A runner making its first start at Ferndale received \$150 for the first start and \$150 for the second start, as well as an additional \$150 for starting again in Stockton and/or Fresno. The Relocation Fee gives some extra meaning to our invitation to come to California. In some cases, the incentive may create the tipping point as an owner or trainer decides about shipping to our circuit. The Relocation Fee also creates a Paymaster record that allows us to accurately track the results of our program from year to year.



Christopher Korby  
Executive Director



# 2012 THOROUGHBRED RECRUITMENT

## Results of CARF Program to Increase Field Size

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

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

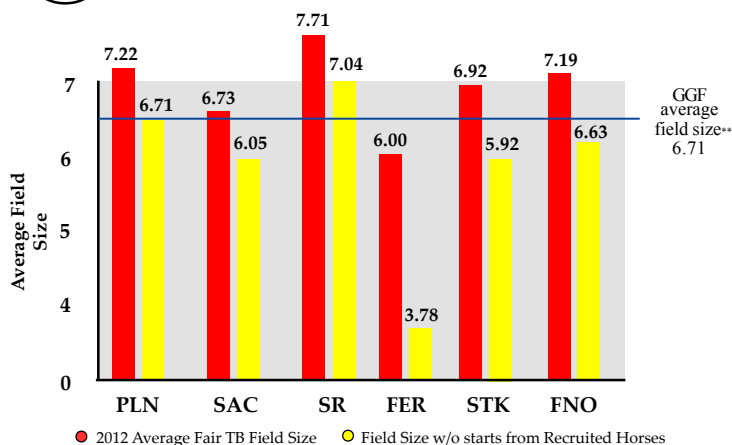
2012 Emerging Breed Relocation Fees - \$4,500 (42 starts)

\*\* During Period 12/26/2011-6/18/2012

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

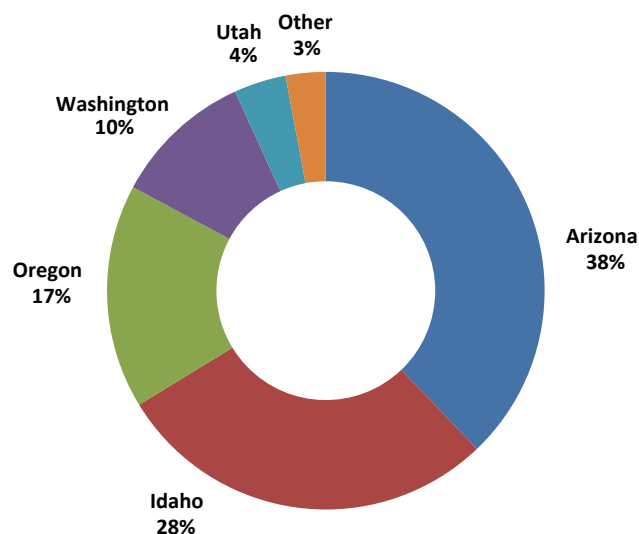
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### Impact of Recruited Horses on 2012 Average Field Size (TB)



2

### Where did out-of-state horses come from?



3

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

**\$196 per starter\*\*\***

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

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

**Transaction Type Report**  
**For Types: RE**  
**From 06/01/2012 To 12/31/2012**

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**Facilities: CARF**

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Fac.	Date	From	Account Name	To	Account Name	Amount	Memo
<b>Relocation Costs</b>							
CRF	6/21/2012	30636	Relocation Costs	29270	Rhonda B. Davis	300.00	Raditch
CRF	6/22/2012	30636	Relocation Costs	37139	Don E. Roberson	300.00	Chain of Goods
CRF	6/22/2012	30636	Relocation Costs	37139	Don E. Roberson	300.00	Karen's Good Boy
CRF	6/22/2012	30636	Relocation Costs	37139	Don E. Roberson	300.00	Midway Surf
CRF	6/22/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Dontwiseupadummy
CRF	6/23/2012	30636	Relocation Costs	37760	Luigi Di Pietro	300.00	Hayjax
CRF	6/24/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Pharo's Gold
CRF	6/27/2012	30636	Relocation Costs	37549	Patrick Gleason	300.00	E Z Spool
CRF	6/29/2012	30636	Relocation Costs	12451	Ray Odum	300.00	Musical Wings
CRF	6/30/2012	30636	Relocation Costs	39186	Candelario Villamar	300.00	Jugador
CRF	7/1/2012	30636	Relocation Costs	31392	Tim W. Elison	300.00	Ziva the Diva
CRF	7/1/2012	30636	Relocation Costs	39369	Sundance Racing Stable, LLC	300.00	Temecula
CRF	7/1/2012	30636	Relocation Costs	37402	John C. Ivory	300.00	Good Mango
CRF	7/4/2012	30636	Relocation Costs	39358	Mike E. Chambers	300.00	Purple Starduster
CRF	7/4/2012	30636	Relocation Costs	39358	Mike E. Chambers	300.00	Guiding Hand
CRF	7/4/2012	30636	Relocation Costs	39358	Mike E. Chambers	300.00	Dunscombe
CRF	7/6/2012	30636	Relocation Costs	35449	Sam A Vasquez	150.00	By Golly Its Hot
CRF	7/6/2012	30636	Relocation Costs	39358	Mike E. Chambers	300.00	Sound Pick
CRF	7/6/2012	30636	Relocation Costs	35449	Sam A Vasquez	300.00	By Golly Its Hot
CRF	7/6/2012	30636	Relocation Costs	35449	Sam A Vasquez	300.00	Golly Bret
CRF	7/6/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Stormin Ahead
CRF	7/6/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Given Episode
CRF	7/7/2012	30636	Relocation Costs	39358	Mike E. Chambers	300.00	Lord Avalon
CRF	7/7/2012	30636	Relocation Costs	39186	Candelario Villamar	150.00	Jugador
CRF	7/7/2012	30636	Relocation Costs	39293	Darold Andrist	150.00	October Road
CRF	7/7/2012	30636	Relocation Costs	34819	William H Ehmcke	300.00	Decarchy Fever
CRF	7/7/2012	30636	Relocation Costs	39415	Ronnie C Rogers	300.00	Mobius
CRF	7/8/2012	30636	Relocation Costs	38919	Remmah Racing, Inc.	300.00	Redseasalt
CRF	7/8/2012	30636	Relocation Costs	39242	Theodore Loving	300.00	Iron Fireball
CRF	7/8/2012	30636	Relocation Costs	39242	Theodore Loving	300.00	Ivory and Ebony
CRF	7/11/2012	30636	Relocation Costs	39358	Mike E. Chambers	500.00	Per T. Doutrich
CRF	7/11/2012	30636	Relocation Costs	38488	Theodore Loving	300.00	Iron Fireball
CRF	7/11/2012	30636	Relocation Costs	38488	Theodore Loving	300.00	Ivory and Ebony
CRF	7/11/2012	30636	Relocation Costs	37402	John C. Ivory	300.00	Nubian Princess
CRF	7/11/2012	30636	Relocation Costs	37549	Patrick Gleason	150.00	Fighting City Hall
CRF	7/11/2012	30636	Relocation Costs	35449	Sam A Vasquez	150.00	Golly Bret
CRF	7/11/2012	30636	Relocation Costs	38435	Ray McCanna	300.00	Black Oak
CRF	7/11/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Chain of Goods
CRF	7/11/2012	30636	Relocation Costs	37139	Don E. Roberson	300.00	Red Hot Bern
CRF	7/11/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Gummy Runner
CRF	7/11/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Golden Warrior
CRF	7/11/2012	30636	Relocation Costs	29270	Rhonda B. Davis	150.00	Raditch
CRF	7/11/2012	30636	Relocation Costs	29270	Rhonda B. Davis	300.00	Dennika
CRF	7/11/2012	30636	Relocation Costs	29270	Rhonda B. Davis	300.00	Free the World
CRF	7/12/2012	30636	Relocation Costs	36832	Charles E Hiatt	300.00	Inbetweentheshets
CRF	7/14/2012	30636	Relocation Costs	12460	Jackie Payton	300.00	Royal Forbidden
CRF	7/14/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Gonging Wild
CRF	7/15/2012	30636	Relocation Costs	33104	Steve G Porter	300.00	Robindip
CRF	7/15/2012	30636	Relocation Costs	37402	John C. Ivory	150.00	Good Mango
CRF	7/15/2012	30636	Relocation Costs	39189	Jethorse LLC	300.00	Guzzlingin
CRF	7/16/2012	30636	Relocation Costs	38992	Ryan Kenney	300.00	Sassy Britches
CRF	7/16/2012	30636	Relocation Costs	39537	Gary C. Hughes	300.00	Miss Top Nite
CRF	7/16/2012	30636	Relocation Costs	39541	Al Hodge or Tim McCanna	300.00	Howmuchisit
CRF	7/16/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Pharo's Gold
CRF	7/16/2012	39242	Theodore Loving	30636	Relocation Costs	300.00	Iron Fireball
CRF	7/16/2012	39242	Theodore Loving	30636	Relocation Costs	300.00	Ivory and Ebony
CRF	7/20/2012	30636	Relocation Costs	37436	Phil Oviedo	150.00	Bag's of Fun
CRF	7/20/2012	30636	Relocation Costs	37436	Phil Oviedo	300.00	Pine Drive
CRF	7/20/2012	30636	Relocation Costs	37436	Phil Oviedo	300.00	Tiger Cat
CRF	7/20/2012	30636	Relocation Costs	38292	Thomas N Valenzuela	300.00	Big Swig

**Transaction Type Report**  
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Fac.	Date	From	Account Name	To	Account Name	Amount	Memo
CRF	7/20/2012	30636	Relocation Costs	37326	Denise Gero	300.00	Alabama Boy
CRF	7/20/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Golden Warrior
CRF	7/20/2012	30636	Relocation Costs	36832	Charles E Hiatt	300.00	Buh Buh Bones
CRF	7/20/2012	30636	Relocation Costs	10433	Ben C. Bryan	150.00	Jenny's First Gear
CRF	7/20/2012	30636	Relocation Costs	39146	John Gish or Jim Schleimer	300.00	Burning Speed MKP
CRF	7/20/2012	30636	Relocation Costs	39146	John Gish or Jim Schleimer	150.00	Burning Speed MKP
CRF	7/20/2012	30636	Relocation Costs	39018	John Gish	300.00	Kentucky Bay
CRF	7/20/2012	30636	Relocation Costs	39018	John Gish	150.00	Kentucky Bay
CRF	7/21/2012	30636	Relocation Costs	29501	Sandy Hanna	300.00	Northern Poptart
CRF	7/21/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Loose Line
CRF	7/21/2012	30636	Relocation Costs	37436	Phil Oviedo	300.00	Melanistic
CRF	7/21/2012	30636	Relocation Costs	29270	Rhonda B. Davis	150.00	Dennika
CRF	7/21/2012	30636	Relocation Costs	29270	Rhonda B. Davis	150.00	Free the World
CRF	7/22/2012	30636	Relocation Costs	38995	David P. Taylor, Jr.	300.00	Special Holiday
CRF	7/22/2012	30636	Relocation Costs	29477	Jim Schleimer	300.00	French Beat
CRF	7/22/2012	30636	Relocation Costs	39415	Ronnie C Rogers	150.00	Mobius
CRF	7/22/2012	30636	Relocation Costs	38763	Victor Bahna Jr	300.00	Jiddaw
CRF	7/22/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	You Know You Love Me
CRF	7/22/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Majestic Vintage
CRF	7/22/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Dontwiseupadummy
CRF	7/22/2012	30636	Relocation Costs	12460	Jackie Payton	300.00	Stately Tom
CRF	7/22/2012	30636	Relocation Costs	38992	Ryan Kenney	300.00	Tough Road
CRF	7/22/2012	30636	Relocation Costs	37436	Phil Oviedo	300.00	Stylefree
CRF	7/22/2012	30636	Relocation Costs	37436	Phil Oviedo	300.00	Steel Blue
CRF	7/22/2012	30636	Relocation Costs	29501	Sandy Hanna	300.00	I'll Try
CRF	7/22/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Paris in April
CRF	7/22/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Rata Tat Kat
CRF	7/28/2012	30636	Relocation Costs	37821	Gary D. Greiner	150.00	County Wexford
CRF	7/28/2012	30636	Relocation Costs	37821	Gary D. Greiner	300.00	Wicked Trip
CRF	7/28/2012	30636	Relocation Costs	37821	Gary D. Greiner	300.00	Katieinthefastlane
CRF	7/28/2012	30636	Relocation Costs	36832	Charles E Hiatt	300.00	Divorce Attorney
CRF	7/28/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Given Episode
CRF	7/28/2012	30636	Relocation Costs	39604	John G. Lindley	300.00	She's a Time Bomb
CRF	7/28/2012	30636	Relocation Costs	39358	Mike E. Chambers	300.00	Mymothermarge
CRF	7/28/2012	30636	Relocation Costs	37436	Phil Oviedo	150.00	Tiger Cat
CRF	7/28/2012	30636	Relocation Costs	37326	Denise Gero	300.00	Littleman John
CRF	7/28/2012	30636	Relocation Costs	36832	Charles E Hiatt	150.00	Inbetweenthesheets
CRF	7/29/2012	30636	Relocation Costs	39369	Sundance Racing Stable, LLC	150.00	Temecula
CRF	7/31/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Gummy Runner
CRF	8/2/2012	30636	Relocation Costs	36832	Charles E Hiatt	150.00	Buh Buh Bones
CRF	8/2/2012	30636	Relocation Costs	36832	Charles E Hiatt	300.00	Snow Glo
CRF	8/2/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Rhythm in May
CRF	8/4/2012	30636	Relocation Costs	39647	Larry & Jacki Cacchiotti	300.00	Nico Suave'
CRF	8/4/2012	30636	Relocation Costs	38763	Victor Bahna Jr	150.00	Jiddaw
CRF	8/4/2012	30636	Relocation Costs	37436	Phil Oviedo	150.00	Melanistic
CRF	8/4/2012	30636	Relocation Costs	39358	Mike E. Chambers	150.00	Purple Starduster
CRF	8/4/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Majestic Vintage
CRF	8/4/2012	30636	Relocation Costs	39537	Gary C. Hughes	150.00	Miss Top Nite
CRF	8/5/2012	30636	Relocation Costs	35449	Sam A Vasquez	300.00	KADOR N U
CRF	8/5/2012	30636	Relocation Costs	37436	Phil Oviedo	150.00	Stylefree
CRF	8/5/2012	30636	Relocation Costs	38992	Ryan Kenney	150.00	Sassy Britches
CRF	8/5/2012	30636	Relocation Costs	37821	Gary D. Greiner	300.00	Blind Optimism
CRF	8/5/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Scratchthemoon
CRF	8/5/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Wups
CRF	8/5/2012	30636	Relocation Costs	12460	Jackie Payton	150.00	Stately Tom
CRF	8/7/2012	30636	Relocation Costs	35449	Sam A Vasquez	300.00	Jet Setting Sandrita
CRF	8/7/2012	30636	Relocation Costs	12460	Jackie Payton	300.00	Popular Name
CRF	8/7/2012	30636	Relocation Costs	37326	Denise Gero	150.00	Littleman John
CRF	8/9/2012	30636	Relocation Costs	31744	Mr. & Mrs. Larry D. Williams	300.00	Marks Mine
CRF	8/9/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Road to the Pulpit
CRF	8/9/2012	30636	Relocation Costs	29501	Sandy Hanna	150.00	I'll Try
CRF	8/9/2012	30636	Relocation Costs	12460	Jackie Payton	300.00	Mon in the Moon

**Transaction Type Report**  
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Fac.	Date	From	Account Name	To	Account Name	Amount	Memo
CRF	8/9/2012	30636	Relocation Costs	39358	Mike E. Chambers	150.00	Brite Eyed N Lucky
CRF	8/9/2012	30636	Relocation Costs	38919	Remmah Racing, Inc.	150.00	Redseasalt
CRF	8/9/2012	30636	Relocation Costs	38299	C J Racing, LLC	150.00	Mystery Channel
CRF	8/10/2012	30636	Relocation Costs	12460	Jackie Payton	300.00	Bail Out Mom
CRF	8/10/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Gonging Wild
CRF	8/10/2012	30636	Relocation Costs	37436	Phil Oviedo	300.00	Socks Don't Match
CRF	8/10/2012	30636	Relocation Costs	37326	Denise Gero	150.00	Alabama Boy
CRF	8/12/2012	30636	Relocation Costs	31744	Mr. & Mrs. Larry D. Williams	150.00	Marks Mine
CRF	8/12/2012	30636	Relocation Costs	31744	Mr. & Mrs. Larry D. Williams	300.00	Royal Recruit
CRF	8/12/2012	30636	Relocation Costs	37176	Bret H. Layne	300.00	Blaster
CRF	8/12/2012	30636	Relocation Costs	34819	William H Ehmcke	150.00	Decarchy Fever
CRF	8/12/2012	30636	Relocation Costs	38992	Ryan Kenney	150.00	Tough Road
CRF	8/12/2012	30636	Relocation Costs	39012	Paul A. Treasure	150.00	Rata Tat Kat
CRF	8/12/2012	30636	Relocation Costs	37206	W. R. Whitehouse	300.00	Rulloke
CRF	8/12/2012	30636	Relocation Costs	37821	Gary D. Greiner	150.00	Wicked Trip
CRF	8/15/2012	30636	Relocation Costs	38435	Ray McCanna	150.00	Black Oak
CRF	8/15/2012	30636	Relocation Costs	29477	Jim Schleimer	150.00	French Beat
CRF	8/15/2012	30636	Relocation Costs	31305	Nancy Klapatch (lessee)	150.00	Old Standard
CRF	8/15/2012	30636	Relocation Costs	36832	Charles E Hiatt	150.00	Divorce Attorney
CRF	8/18/2012	30636	Relocation Costs	38992	Ryan Kenney	150.00	Sleep Walking
CRF	8/18/2012	30636	Relocation Costs	37821	Gary D. Greiner	150.00	Katieinthefastlane
CRF	8/18/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Scratchthemoon
CRF	8/18/2012	30636	Relocation Costs	36832	Charles E Hiatt	150.00	Snow Glo
CRF	8/18/2012	30636	Relocation Costs	30072	Nancy Klapatch	150.00	Sharp Upbeat
CRF	8/18/2012	30636	Relocation Costs	37436	Phil Oviedo	150.00	Socks Don't Match
CRF	8/18/2012	30636	Relocation Costs	39694	Kenneth E. McReynolds	150.00	Grantmartyamiracle
CRF	8/18/2012	30636	Relocation Costs	39694	Kenneth E. McReynolds	150.00	Oregon Dynasty
CRF	8/18/2012	30636	Relocation Costs	37196	Helen Shelley	300.00	SAND DE WIND
CRF	8/18/2012	30636	Relocation Costs	37196	Helen Shelley	150.00	SAND DE WIND
CRF	8/18/2012	30636	Relocation Costs	34701	Homer Thoroughbreds	150.00	Native Chum
CRF	8/18/2012	30636	Relocation Costs	34701	Homer Thoroughbreds	150.00	Classic Chumaree
CRF	8/18/2012	30636	Relocation Costs	39708	Eugene Burns	150.00	Absolute Courage
CRF	8/18/2012	30636	Relocation Costs	39708	Eugene Burns	150.00	Hollywood Twotone
CRF	8/18/2012	30636	Relocation Costs	39541	Al Hodge or Tim McCanna	150.00	Howmuchisit
CRF	8/18/2012	30636	Relocation Costs	37139	Don E. Roberson	1,000.00	Per T. Doutrich & L. Swartzlander
CRF	8/18/2012	30636	Relocation Costs	37436	Phil Oviedo	150.00	Pay Now Play Later
CRF	8/18/2012	30636	Relocation Costs	39694	Kenneth E. McReynolds	150.00	Albacore Bob
CRF	8/18/2012	30636	Relocation Costs	39708	Eugene Burns	150.00	M J Knuckles
CRF	8/18/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Rulloke
CRF	8/18/2012	30636	Relocation Costs	39694	Kenneth E. McReynolds	150.00	Follow Through
CRF	8/18/2012	30636	Relocation Costs	34701	Homer Thoroughbreds	150.00	Nene
CRF	8/18/2012	30636	Relocation Costs	34701	Homer Thoroughbreds	150.00	Splashmee
CRF	8/19/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Coming by Ya Now
CRF	8/19/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	I'm the Irish Man
CRF	8/19/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Molinari
CRF	8/19/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Midway Surf
CRF	8/19/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Karmalize
CRF	8/19/2012	30636	Relocation Costs	39694	Kenneth E. McReynolds	150.00	Joyzey Billy
CRF	8/19/2012	30636	Relocation Costs	39708	Eugene Burns	150.00	Finish Rich
CRF	8/19/2012	30636	Relocation Costs	39694	Kenneth E. McReynolds	150.00	Diamond Touch
CRF	8/19/2012	30636	Relocation Costs	37206	W. R. Whitehouse	150.00	Rhythm in May
CRF	8/19/2012	30636	Relocation Costs	34701	Homer Thoroughbreds	150.00	Chumaree's Choice
CRF	8/22/2012	30636	Relocation Costs	30072	Nancy Klapatch	150.00	Sharp Upbeat
CRF	8/22/2012	30636	Relocation Costs	31305	Nancy Klapatch (lessee)	150.00	Old Standard
CRF	8/24/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Ranaway Fay
CRF	8/24/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	What Is Not
CRF	8/24/2012	30636	Relocation Costs	39708	Eugene Burns	150.00	Chumaree Red
CRF	8/24/2012	30636	Relocation Costs	39708	Eugene Burns	150.00	Bellachaza
CRF	8/25/2012	30636	Relocation Costs	39708	Eugene Burns	150.00	Citizen's Attitude
CRF	8/25/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	I'm the Irish Man
CRF	8/25/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Molinari

**Transaction Type Report**  
**For Types: RE**  
**From 06/01/2012 To 12/31/2012**

**Jan 16, 2013 09:58 AM**

**Facilities: CARF**

**Page 4 of 4**

Fac.	Date	From	Account Name	To	Account Name	Amount	Memo
CRF	8/25/2012	30636	Relocation Costs	39708	Eugene Burns	150.00	Hollywood Twotone
CRF	8/25/2012	30636	Relocation Costs	39694	Kenneth E. McReynolds	150.00	Oregon Dynasty
CRF	8/25/2012	30636	Relocation Costs	39694	Kenneth E. McReynolds	150.00	Hanger Thirtyeight
CRF	8/25/2012	30636	Relocation Costs	39694	Kenneth E. McReynolds	150.00	Wicked Kick
CRF	8/25/2012	30636	Relocation Costs	34701	Homer Thoroughbreds	150.00	Native Chum
CRF	8/25/2012	30636	Relocation Costs	34701	Homer Thoroughbreds	150.00	Chumaree's Choice
CRF	8/26/2012	30636	Relocation Costs	34701	Homer Thoroughbreds	150.00	Splashmee
CRF	8/26/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Coming by Ya Now
CRF	8/26/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Cause Ur a Ten
CRF	8/26/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Karmalize
CRF	8/26/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Norville
CRF	9/20/2012	30636	Relocation Costs	37139	Don E. Roberson	500.00	Per T. Doutrich
CRF	9/20/2012	30636	Relocation Costs	39012	Paul A. Treasure	150.00	Wups
CRF	9/20/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Hammett Star
CRF	9/20/2012	30636	Relocation Costs	39012	Paul A. Treasure	150.00	Paris in April
CRF	9/21/2012	30636	Relocation Costs	39708	Eugene Burns	300.00	Absolute Courage
CRF	9/21/2012	30636	Relocation Costs	38992	Ryan Kenney	300.00	Sleep Walking
CRF	9/21/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	I'm the Irish Man
CRF	9/21/2012	30636	Relocation Costs	37139	Don E. Roberson	300.00	Ranaway Fay
CRF	9/21/2012	30636	Relocation Costs	39012	Paul A. Treasure	150.00	Road to the Pulpit
CRF	9/21/2012	30636	Relocation Costs	39012	Paul A. Treasure	150.00	Northern Poptart
CRF	9/21/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Lovers Pulz
CRF	9/22/2012	30636	Relocation Costs	37139	Don E. Roberson	300.00	Sogn
CRF	9/22/2012	30636	Relocation Costs	37139	Don E. Roberson	150.00	Karmalize
CRF	9/22/2012	30636	Relocation Costs	39708	Eugene Burns	300.00	Tanner's Event
CRF	9/22/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Total Fabrication
CRF	9/26/2012	30636	Relocation Costs	36832	Charles E Hiatt	300.00	Cause Hesa Pistol
CRF	9/26/2012	30636	Relocation Costs	36832	Charles E Hiatt	300.00	Imfixintowin
CRF	9/26/2012	30636	Relocation Costs	37139	Don E. Roberson	300.00	Double Zado
CRF	9/26/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Molly Mae
CRF	9/26/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Girlsgonebad
CRF	9/27/2012	30636	Relocation Costs	38292	Thomas N Valenzuela	300.00	Peek a Boo Baby
CRF	9/28/2012	30636	Relocation Costs	39012	Paul A. Treasure	300.00	Wild Fibs
CRF	9/28/2012	30636	Relocation Costs	37139	Don E. Roberson	300.00	Belenus
CRF	9/29/2012	30636	Relocation Costs	37202	Sandy Torok	300.00	Hy Hopes Jpl
CRF	9/29/2012	30636	Relocation Costs	37176	Bret H. Layne	150.00	Blaster
CRF	10/3/2012	30636	Relocation Costs	39781	Mark Vasquez	300.00	Vaz Djets On
CRF	10/3/2012	30636	Relocation Costs	35449	Sam A Vasquez	300.00	Lacy Vaz
CRF	10/5/2012	30636	Relocation Costs	39708	Eugene Burns	300.00	Finish Rich
CRF	10/6/2012	30636	Relocation Costs	38292	Thomas N Valenzuela	150.00	Peek a Boo Baby
CRF	10/6/2012	30636	Relocation Costs	36832	Charles E Hiatt	150.00	Cause Hesa Pistol
CRF	10/7/2012	30636	Relocation Costs	36832	Charles E Hiatt	150.00	Imfixintowin
CRF	10/10/2012	30636	Relocation Costs	39708	Eugene Burns	300.00	Somthintomakimrun
CRF	10/12/2012	30636	Relocation Costs	29990	Lyle D. Canham	300.00	Skiddles
						52,700.00	
Grand Total						52,700.00	

# 2011 THOROUGHBRED RECRUITMENT

## Results of CARF Program to Increase Field Size

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

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

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

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

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

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

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

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

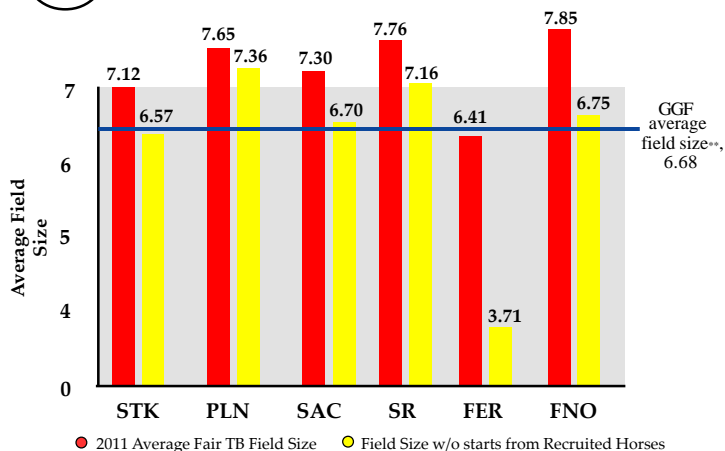
2011 Emerging Breed Relocation Fees - \$750

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

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

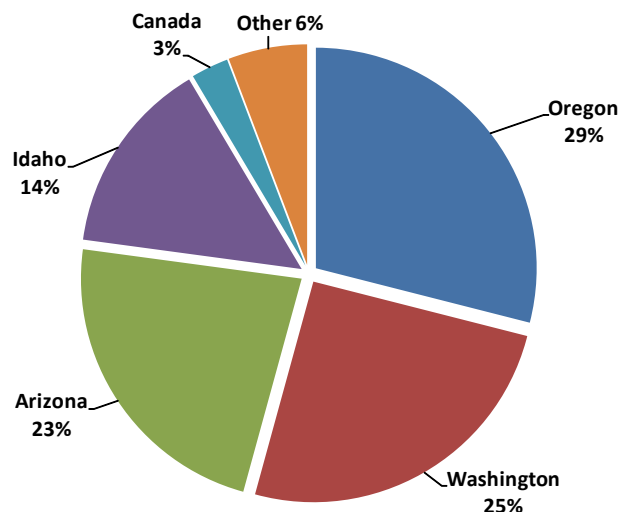
1

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



2

### Where did out-of-state horses come from?



3

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

**\$253 per starter\*\*\***

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

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



# 2010 THOROUGHBRED RECRUITMENT

## Results of CARF Program to Increase Field Size

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

- **2010 Total Recruitment Costs - \$86,808.40\***  
 2010 Recruitment at Tracks - \$31,108.40  
 2010 TB Relocation Fees Paid - \$45,150.00  
 2010 Trainer Incentives - \$5,300.00  
 Number of Horses Paid - 143  
 Number of Starts - 331  
 Number of TB Starts - 286  
 Percentage of Total Horse Population - 9%

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

Stockton - 19  
 Pleasanton - 35  
 Sacramento - 34  
 Santa Rosa - 52  
 Ferndale - 91  
 Fresno - 55

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

Arizona - 115  
 Oregon - 73  
 Idaho - 38  
 Washington - 20  
 Utah - 15  
 New Mexico - 11  
 Nevada - 4  
 Delaware - 4  
 Other - 5

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

Tim McCanna  
 Bob Beckner  
 W.R. Whitehouse  
 Brenda Estes  
 Nick Lowe  
 Phil Oviedo

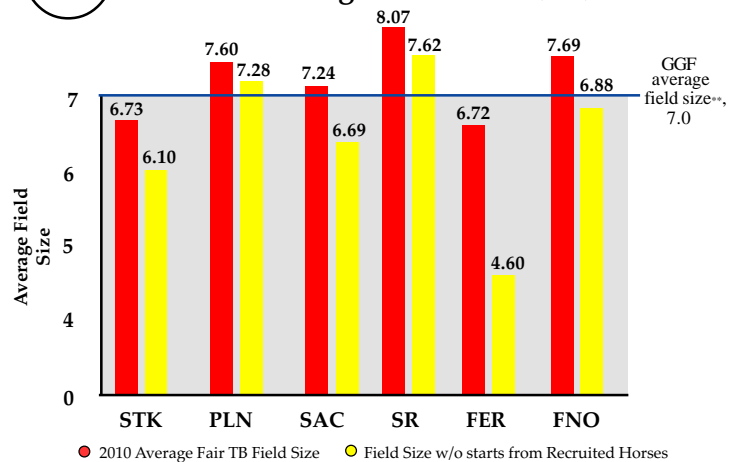
\* Emerging Breed Relocation Fees - \$5,250, Does not Include CMC Reimbursement - \$20,000

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

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

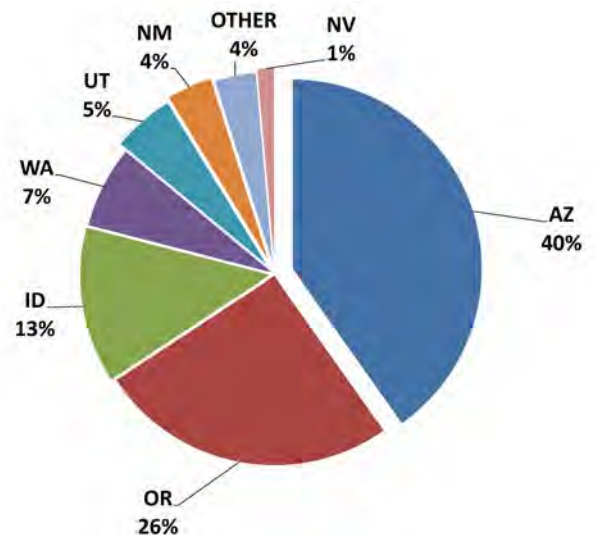
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### Impact of Recruited Horses on 2010 Average Field Size (TB)



2

### Where did out-of-state horses come from?



3

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

**\$266 per starter\*\*\***

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

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

# 2009 THOROUGHBRED RECRUITMENT

## Results of CARF Program to Increase Field Size

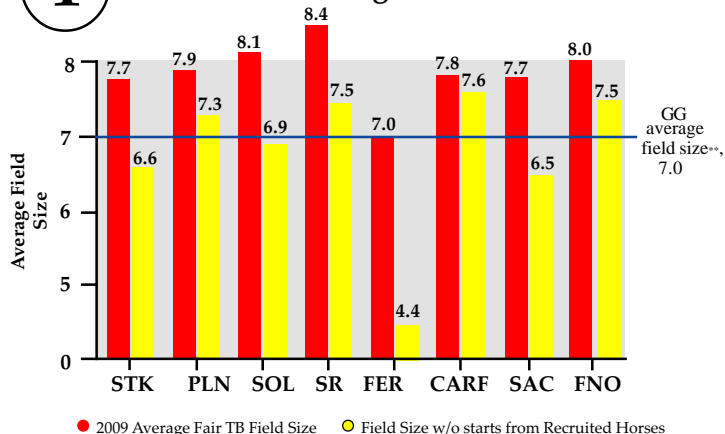
The Fair Out-of-State Recruitment Program, administered by the California Authority of Racing Fairs, pays \$300 to every horse that travels 600 or more miles to start on the Northern California Fair Circuit for its first start and an additional \$150 for its second start (\$450 total). A runner making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

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

\* Emerging Breed Relocation Fees - \$4,500, Does not Include CMC Reimbursement - \$25,000  
 \*\* During Period 1/1/09-6/18/09

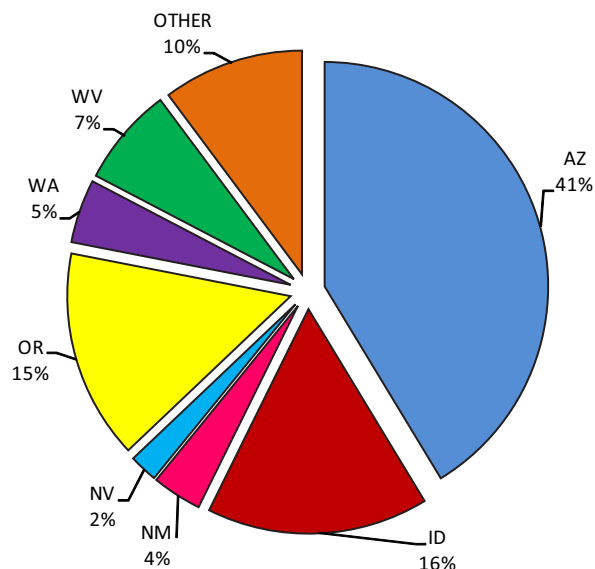
1

### Impact of Recruited Horses on 2009 Average Field Size



2

### Where did out-of-state horses come from?



3

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

**\$178 per starter**

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

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

# 2007 THOROUGHBRED RECRUITMENT

## Results of CARF Program to Increase Field Size

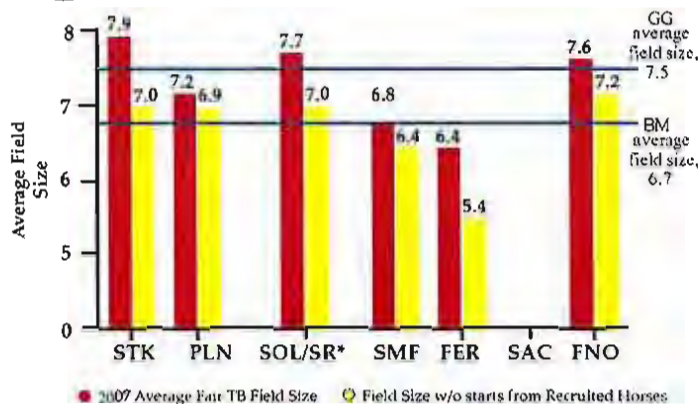
The Fair Out-of-State Recruitment Program, administered by the California Authority of Racing Fairs, pays \$300 to every horse that travels 600 or more miles to start on the Northern California Fair Circuit. A runner making its first start at Ferndale receives \$150, with another \$150 available if the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

- **2007 Total Recruitment Costs - \$59,585**  
2007 TB Relocation Fees Paid - \$43,200  
Number of Horses Paid - 154 (-15%)  
Number of Starts - 409 (-9%)
- **Number of Starts by Recruited Horses, by Fair:**  
Stockton - 62  
Pleasanton - 28  
Vallejo - 33\*  
Santa Rosa - 118\*  
San Mateo - 24  
Ferndale - 97  
Sacramento - Harness Meet Conducted (2005-2007)  
Fresno - 47
- **Number of Starts by State Recruited From:**  
Arizona - 195 (+43%)  
Oregon - 130 (-12%)  
Idaho - 48 (-8%)  
Utah - 16 (-75%)  
Washington - 9 (+50%)  
New Mexico - 7 (-77%)  
Other - 4
- **Leading Trainers of Recruited Horses (by starts):**  
Haverty, K. - 46  
Espinoza, L. - 34  
Brinkerhoff, D. - 30  
Bennett, K. - 31  
Bainum, T. - 27  
Whitehouse, W.R. - 25  
Delima, C. - 23  
Costa, F. - 19  
Treasure, J. - 19  
Morgan, D. - 16

\* In 2007, the Solano County Fair and the Sonoma County Fair ran a combined Solano Sonoma Wine Country Race Meet with 18 days run at Santa Rosa and 5 days run at Vallejo.

1

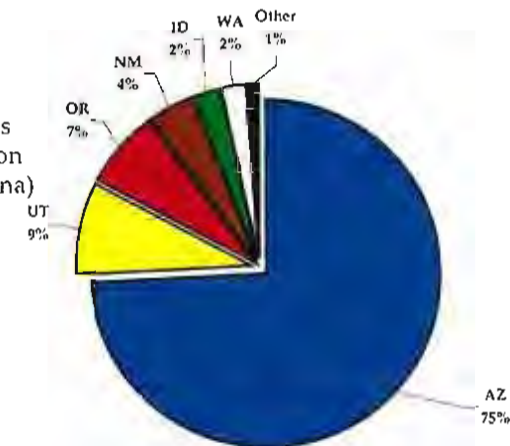
2007 Average Fair Field Size w/o Recruited Horses



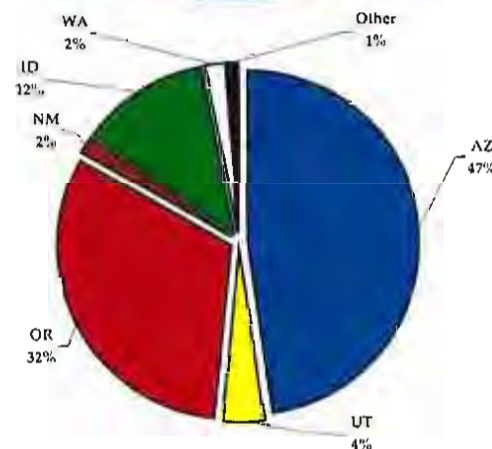
2

Where did out-of-state horses come from in 2007? How has the program expanded since 2004?

In 2004, CARF recruitment efforts were 75% reliant on one region (Arizona) for its horse supply.



In 2007, the number of starts by out-of-state horses has diversified significantly due to expanded recruitment efforts.



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

# 2005 THOROUGHBRED RECRUITMENT

## Results of CARF Program to Increase Field Size

The Fair Out-of-State Recruitment Program, administered by the California Authority of Racing Fairs, pays \$200 to every horse that travels 600 or more miles to start on the Northern California Fair Circuit. The popularity continues to grow with participation increasing every year since its inception.

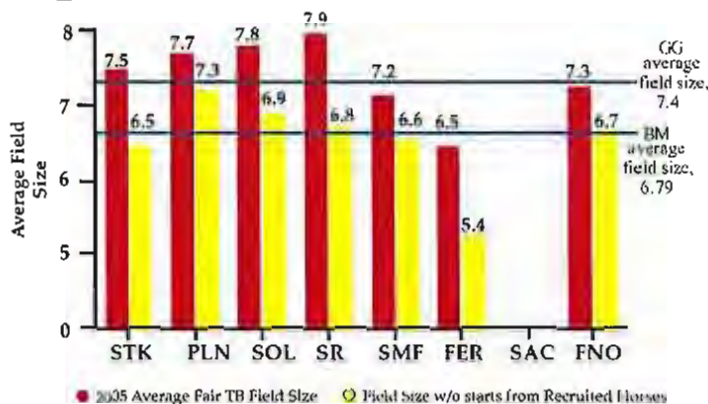
- **2005 Total Recruitment Costs - \$43,048.59**  
2005 Relocation Fees Paid - \$31,400  
Number of Horses Paid - 157 (+17%)  
Number of Starts - 445 (-1%)\*12 Lower Race Days
- **Number of Starts by Recruited Horses, by Fair:**  
Stockton - 79 (-10%)  
Pleasanton - 36 (+64%)  
Vallejo - 86 (-7%)  
Santa Rosa - 106 (+46%)  
San Mateo - 53 (+74%)  
Ferndale - 48 (+71%)  
Sacramento - Harness Meet Conducted in 2005  
Fresno - 37 (+6%)
- **Number of Starts by State Recruited From:**  
Arizona - 241 (-28%)  
Oregon - 81 (+145%)  
Utah - 39 (+13%)  
Idaho - 36 (+227%)  
Iowa - 22 (+210%)  
Washington - 12 (+20%)  
Other - 13 (NM, CAN, WY, KY, TX)
- **Leading Trainers of Recruited Horses (by starts):**  
Lenzini, M. (AZ) - 113 (+8%)  
Bainum, T. (AZ) - 49 (+100%)  
DeLima, C. (IA) - 28 (+100%)  
James, G. (UT) - 26 (+18%)  
Truitt, P. (OR) - 23 (+130%)  
Hanford, P. (AZ) - 19 (+25%)  
Courtright, C. (OR) - 19 (+100%)  
White, R. (OR) - 17 (-32%)

Trainers that participated in the program in 2004, but did not start a significant amount of out-of-state horses in 2005 include:

Dennis Hopkins (54 from AZ in 2004), Van Belvoir (22 from AZ in 2004), Lanny Sharp (16 from NM in 2004), Stan Wasson (33 from AZ in 2004) and Jim Weaver (13 from AZ).

1

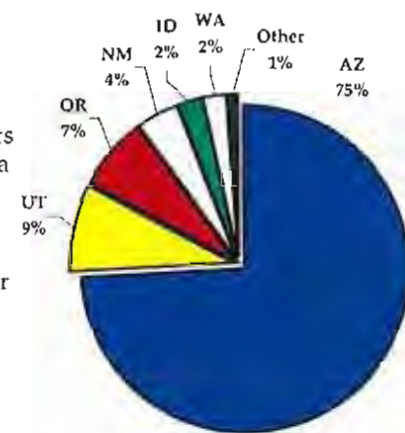
2005 Average Fair Field Size w/o Recruited Horses



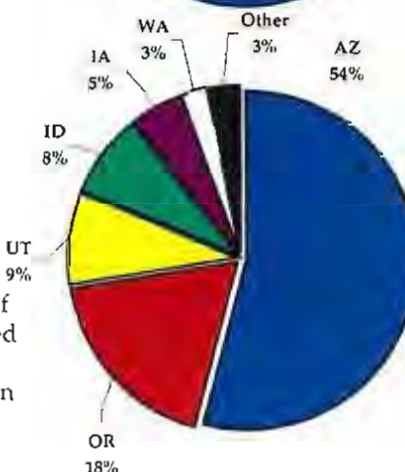
2

Where did out-of-state horses come from in 2004? Did the trend continue in 2005?

In 2004, recruiting efforts were focused on Arizona horsemen. As a result, horses from Arizona made up 75% of all out-of-state starts on the Fair Circuit.



In 2005, CARF recruitment efforts expanded to Oregon. The resulting increase of Oregon horsemen helped the Fairs become less dependent on one region for its horse supply. (Arizona).



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