

In the Matter Of:

INDIANA HORSE RACING COMMISSION MEETING

Transcript of Proceedings

December 06, 2021

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INDIANA HORSE RACING COMMISSION MEETING

HELD ON

DECEMBER 6, 2021

10:00 A.M.

HELD AT:

INDIANA GRAND RACING & CASINO

SHELBYVILLE, IN

TAKEN BY:

ROBIN P. MARTZ, RPR

NOTARY PUBLIC

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APPEARANCES

Philip Borst, DVM, Chairman
George Pillow (Via phone and in person)
Bill Estes
William McCarty (Via phone)

Deena Pitman, Executive Director
Tom Linkmeyer, Assistant Executive Director

Noah Jackson, Esq.
Dale Pennycuff, Esq.
INDIANA HORSE RACING COMMISSION
1302 North Meridian Street, Suite 175
Indianapolis, IN 46202

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1 CHAIRMAN BORST: I'd like to call this meeting
2 of the Indiana Horse Racing Commission to order.
3 First, we'll swear in our court reporter.

4 (At this time the oath was administered to the
5 court reporter by Chairman Borst.)

6 CHAIRMAN BORST: So we have Commissioner Estes
7 and I in person. And we have Commissioner Pillow
8 and McCarty on the phone. So we have four of us
9 here.

10 I don't know. Did we do a sign-up sheet for
11 those who might want to testify or comment?

12 MR. JACKSON: If you're going to be speaking,
13 I will put a sign-up sheet there in the back if you
14 could write your name. And if you plan to speak,
15 we can just swear in everybody at the exact same
16 time.

17 CHAIRMAN BORST: That's what I'd like to do.
18 Anybody who plans on testifying or speaking today,
19 if you would stand up and raise your right hand.
20 We'll do it all at once. That's a lot of people.

21 (At this time the witnesses were administered
22 the oath by Chairman Borst.)

23 CHAIRMAN BORST: That's really hard to do
24 there. All right. Thank you Indiana Grand and
25 Eric Halstrom for hosting us. We certainly

1 appreciate it. I think people like coming to both
2 the tracks. You guys lay it out very nicely for
3 us, and we appreciate it.

4 So first on our agenda is approval of the
5 memorandum from the October 19, 2021 meeting and
6 Executive Session. So we'll take a motion and a
7 second.

8 MR. JACKSON: Mr. Chairman, we also need to go
9 back and approve the Executive Session memo from
10 July 15th. And then the Executive Session memo
11 from October as well.

12 CHAIRMAN BORST: Can we do them all at once?

13 MR. JACKSON: Yes, sir.

14 CHAIRMAN BORST: So we'll need a motion and a
15 second.

16 COMMISSIONER ESTES: So moved.

17 COMMISSIONER MCCARTY: Second.

18 CHAIRMAN BORST: Been moved and seconded.

19 Have a roll call vote.

20 MR. JACKSON: Chairman Borst.

21 CHAIRMAN BORST: Aye.

22 MR. JACKSON: Commissioner McCarty.

23 COMMISSIONER MCCARTY: Aye.

24 MR. JACKSON: Commissioner Pillow.

25 COMMISSIONER PILLOW: Aye.

1 MR. JACKSON: Commissioner Estes.

2 COMMISSIONER ESTES: Aye.

3 CHAIRMAN BORST: Thank you. It passes.

4 Next on the agenda is consideration of a
5 settlement agreement between Indiana Horse Racing
6 Commission Staff and Fernando Cesar De La Cruz. Is
7 that you, Noah?

8 MR. JACKSON: Yes. Thank you.

9 Commissioners, you have in your packet the
10 settlement agreement that was fully executed in
11 October 2021 between Commission Staff and Fernando
12 De La Cruz. Mr. De La Cruz initiated an inquiry
13 after Race 3. The stewards noticed that Mr. De La
14 Cruz appeared to throw two elbows at another
15 jockey. The stewards issued a ruling suspending
16 Mr. De La Cruz for a period of seven days in late
17 August 2021. Mr. De La Cruz timely appealed the
18 stewards ruling and requested a stay.

19 The case was assigned to Administrative Law
20 Judge Bernard "Buddy" Pylitt. Counsel for both
21 parties entered into settlement discussions, which
22 resulted in the agreement you have before you
23 today.

24 Mr. De La Cruz has agreed to serve a one-day
25 suspension for the violation charged in the

1 Stewards' Ruling. At this time Commission Staff
2 respectfully requests approval of the settlement
3 agreement between the staff and Fernando De La
4 Cruz.

5 CHAIRMAN BORST: Thank you. Any questions by
6 the Commissioners?

7 COMMISSIONER ESTES: No questions.

8 CHAIRMAN BORST: I think you're hearing George
9 and Bill okay. We do need to speak up, Robin
10 reminded us because it's hard for her to see us
11 from where she is sitting.

12 Seeing none. Do we have a motion and a
13 second?

14 COMMISSIONER ESTES: So moved. Move approval.

15 COMMISSIONER MCCARTY: Second.

16 CHAIRMAN BORST: Been moved and seconded.
17 Roll call vote.

18 MR. JACKSON: Thank you. Chairman Borst.

19 CHAIRMAN BORST: Aye.

20 MR. JACKSON: Commissioner McCarty.

21 COMMISSIONER MCCARTY: Aye.

22 MR. JACKSON: Commissioner Pillow.

23 COMMISSIONER PILLOW: Aye.

24 MR. JACKSON: Commissioner Estes.

25 COMMISSIONER ESTES: Aye.

1 CHAIRMAN BORST: Thank you. Passes
2 unanimately.

3 Next on the agenda is our annual December
4 things that we have to get done. And next on the
5 agenda is a hearing on the 2022 renewal application
6 of the Indiana Horsemen's Benevolent Protective
7 society for approval as a registered horsemen's
8 association pursuant to Indiana Code. Is that
9 Noah?

10 MR. JACKSON: Thank you, Mr. Chairman. There
11 are a couple of housekeeping items that I would
12 like to go through that will apply to the hearings
13 we will be holding today with respect to the
14 horsemen's associations. For those of you who do
15 not know, pursuant to Indiana Code 4-35-7-12 each
16 year the Commission considers applications from
17 horsemen's associations to be recognized to receive
18 a portion of the slot funds that are distributed
19 under the distribution agreement, which was
20 originally entered into between the track and the
21 association in 2013.

22 To be considered, an applicant must submit an
23 application to the Commission no later than
24 September 1st. Upon receipt, the application is
25 reviewed to ensure it is complete. And the

1 Commission reviews it to determine if the approval
2 of the application is in the best interest of horse
3 racing in Indiana. This year's applicants for
4 recognition are IHBPA, ITOBA, QHRAI, and the ISA.
5 Each association submitted a complete application.

6 Pursuant to a prehearing order issued to each
7 of them, each association has 15 minutes for an
8 oral presentation explaining why it is in the best
9 interest of horse racing in Indiana for the
10 association to continue to receive slot funds.

11 As we said, there is a sign-up sheet on the
12 back table. And I believe everyone has been sworn
13 in. Commissioners, you have Dale Pennycuff present
14 as your counsel. I will be present as the
15 Commission Staff counsel. Mr. Pennycuff is
16 actually sitting back here, but he is available
17 should there be any questions. Otherwise, we just
18 ask that everyone keep their presentations to the
19 allotted time. And we are good whenever you are
20 good, Mr. Chairman.

21 CHAIRMAN BORST: Let's go ahead and start on
22 the Horsemen's Benevolent. Again, speak plainly,
23 which I know you will anyway, and let Robin know
24 who we are.

25 BRIAN ELMORE: Brian Elmore, Executive

1 Director of the Indiana Horsemen's Benevolent
2 Protective Association.

3 Mr. Chairman, Commissioner Estes, Commissioner
4 McCarty, Commissioner Pillow, Staff, and all my
5 friends out here behind me on both sides, we've got
6 good news. It's been a good year. And I want to
7 share some good numbers with you. And at the end,
8 I've got some great numbers. So if you're not
9 going to pay attention during my -- 15 minutes is
10 all I'm getting, Noah?

11 MR. JACKSON: Correct.

12 BRIAN ELMORE: I'll cut it down then. If
13 you're not going to listen, don't listen to the
14 first part. If you have something else to do,
15 like, iPhone or whatever it is, but the last five
16 minutes you need to listen. It's really good.

17 Along with me today is President Joe Davis of
18 our association. We have our attorney Jeffrey
19 Stemerick, our accountant Dennis Hash, our lobbyist
20 Ron Breymer and Matt Brase. So if there are any
21 questions that I can't quite handle, they're here.
22 They're available. They've been sworn. And they
23 would be willing to answer the questions that
24 Commission or staff might have.

25 The Indiana HBPA represents a little over

1 2,000 members. And we are committed to the future
2 of horse racing in Indiana. We are horsemen all
3 focused on a common goal; the betterment of Indiana
4 horse racing on all levels. The goods and services
5 we as a group, all our associations purchase here,
6 the Hoosiers we employ, and the taxes we pay in the
7 state contribute to what has become a billion
8 dollar annual economic impact in Indiana.

9 Some of the efforts that we go to to help
10 promote, develop, and improve the horse racing
11 industry in Indiana is we provide articles
12 quarterly to the National Horsemen's Journal, which
13 is the national arm of the HBPA. We have
14 communication of information about IHBPA programs
15 and activities and Indiana horse racing backside
16 personnel primarily through our website and social
17 media and on site at our offices.

18 We participate in ongoing efforts to educate
19 and update legislators and other decision makers
20 about the industry and its contributions to the
21 state. Active input is requested by our regulators
22 on administrative issues and policies of importance
23 to the men and women of Indiana horse racing and
24 breeding.

25 Holding promotional nights, races, giveaways,

1 themed events we finally got to get back to the
2 last half of this year. And Joe Morris and Eric
3 Halstrom came up with a great event on our
4 Veteran's Day promotion, which was a huge success.
5 I know Joe's going to cover that in just a little
6 bit.

7 We also have our website at www.INHBPA.org.
8 It continues to provide Thoroughbred horsemen with
9 a broad range of information intended to assist the
10 full participation in the Indiana horse racing
11 industry. This includes information about racing
12 meets, licensing and regulatory compliance, as well
13 as forms and guidelines pertaining to benevolence
14 benefits from the IHBPA with a Spanish translation
15 of benevolence applications, rules, and guidelines.

16 When we started this year, it was our main
17 purpose coming out of the pandemic, still in it,
18 coming out of it, to encourage and promote
19 participation in the two vaccine clinics held here
20 at Indiana Grand. Our main challenge this year was
21 promoting, developing, and improving the horse
22 racing industry in Indiana while still abiding by
23 capacity and other restrictions that still made it
24 difficult for us to implement a full schedule of
25 events and activities, particularly during the

1 first half of the racing season.

2 Once again though, we were able to supply 250
3 general admission tickets to the Indiana State Fair
4 for our backside horse men and women. We were able
5 to host a promotional night in late July on a
6 back-to-school event where we give away backpacks
7 and a laptop. We did have a couple fishing days
8 out here at the lake.

9 The big hit of this summer was the ice cream
10 social we held. Three times we had vendors come
11 and set up on the backside to provide free ice
12 cream to anyone on the backside that worked as a
13 groom, exercise rider, trainers, owners. And when
14 we do this, we don't check someone's badge to see
15 if they're Thoroughbred or if they're Quarter Horse
16 or if they work for the track or if they work -- it
17 doesn't matter. It was open to everybody. And
18 everybody enjoyed it. I really think it was one of
19 the highlights of this summer. We got a lot of
20 good feedback on that.

21 In 2021, the HBPA continued its partnership
22 with Schwier Produce to bring a fresh produce stand
23 to the backside once a week. Schwier sells its
24 product on the backside at a 50 percent discount to
25 anybody with a license. And the HBPA makes up the

1 difference. Because many more backside personnel
2 were able to utilize the produce stand than had
3 previously been able to utilize the community
4 garden, we brought the produce stand back this
5 year. And we plan to do it again in 2022.

6 In 2021, as in 2020, the Indiana HBPA donated
7 \$10,000 to the permanently disabled jockey fund.
8 We have done this for multiple years. And I think
9 the members of our Board of Directors remember and
10 realize in 2014 a young man by the name of Juan
11 Saez, an apprentice rider, at the age of 17 made an
12 aggressive move right down here about the
13 5/16th pole, clipped heels and went down. Juan
14 did not survive that incident.

15 The following year in 2015 in a similar place
16 on the track, but it was back more towards the 3/8
17 pole, a horse ridden by Oriana Rossi clipped heels,
18 went down. And Oriana was left as a paraplegic.
19 So the HBPA feels it's their responsibility to help
20 fund and take care of the athletes that are out
21 here putting on a show, both human and equine. And
22 that's why the HBPA continues to participate in
23 this program.

24 I do want to mention this year, the event for
25 the Jockey's and Jeans where they bring in 15 or 20

1 Hall of Fame riders. We have auctions. It's a big
2 day. We held it here in 2015, as many of you
3 remember. It was held at Monmouth Park on
4 September 11th of this year. For the first time
5 we had a company step up and say we want to be a
6 part of this. We will be the title sponsor for the
7 event. How much money do you need? We're in.

8 And that was Tom Reeg with Caesars
9 Entertainment. He said we're in. We will do it.
10 We appreciate that very much. I guarantee you.
11 There's 42 disabled riders or paraplegics right now
12 or quadriplegics. There's another 20 that suffered
13 catastrophic spine or brain injury. There's 62
14 recipients from the permanent disabled jockey fund.
15 I can't speak how much they appreciate and I
16 appreciate what Caesars did this year and set the
17 new bar. We raised \$342,000 that day at Monmouth
18 Park to go to the permanently disabled jockey fund.
19 I'm very proud of that. I'm proud of them for
20 helping us.

21 We also increased our giving to equine
22 welfare. In addition to what is in the folder, we
23 have made more distributions, and we have now
24 distributed \$55,000 for rehab, re-homing,
25 retirement of our racehorses when they're ready for

1 a second career.

2 We represent our unique opportunity and
3 ongoing responsibility to identify and support
4 credible organizations working in the area of
5 second career adoption and retirement for our
6 equine athletes.

7 Our benevolence program, we provide medical,
8 dental, vision to eligible members and their
9 children. We have a threshold of \$7,500 they can
10 use up to. And in 2021, we set a new record of
11 administering these benefits to 202 eligible
12 recipients. And we increased the spend this year
13 by 29 percent, which was over \$93,000, in direct
14 cost with that benevolence of \$412,989. We plan on
15 continuing next year with the benevolence program
16 at the same level, but one thing we're excited
17 about is we've expanded our program where it used
18 to be at the end of November when the meet closed,
19 we wouldn't provide the clinic anymore until the
20 meet started again. But since we now have
21 year-round stabling and training here, we'll
22 continue the clinic all through the winter. It
23 would be available for people to come in and get
24 checked out by the nurse practitioner. If you need
25 a prescription, we can take care of all that.

1 I want to talk a little bit about our ministry
2 program, but I will circle back to that on the end.
3 This year we continued, and we will in the future
4 translation services. We have interpreters and
5 staff to assist Spanish-speaking personnel on the
6 backside with translation of rules and regulation,
7 immigration, citizenship forms, workers'
8 compensation applications and communications with
9 healthcare services providers in the area. Jockey
10 health insurance once again this year, we provided
11 matching funds to eligible jockeys. If they were
12 carrying health insurance, we matched them dollar
13 for dollar up to \$2,500.

14 The Indiana HBPA would like to publicly thank
15 Caesars Entertainment, Chairman Gary Corano, Chief
16 Executive Officer Tom Reeg, President and Chief
17 Operating Officer Anthony Corano, Indiana
18 vice-president Dan Anita, senior vice president of
19 racing, Joe Morris, Indiana Grand senior vice
20 president, Steve Jarmuz, and Eric Halstrom, vice
21 president and general manager of racing for
22 fulfilling their commitments to the Indiana horse
23 racing industry and being great partners. Since
24 last December, we now have four barns back here
25 fully winterized. We've got a new eight-horse

1 enclosed Eurociser. And for those that don't know
2 what a Eurociser is, it's kind of like a Peloton
3 for horses. We've got new backside storm water
4 runoff drainage system that was completed last week
5 and the repair of and expansion repaving project on
6 the backside and the new 50-room dorm has been
7 completed. And before we begin the 2022 race meet,
8 we will have an additional 100-stall barn completed
9 and a new LED lighting system in barns one through
10 four.

11 To the Caesars Entertainment Group, the HBPA
12 says thank you. Thank you. I'm going to go back
13 to our benevolence real quick. Am I out of time?

14 CHAIRMAN BORST: No. I'm not the timekeeper.
15 Go ahead.

16 BRIAN ELMORE: I'm wrapping it up. We are
17 blessed with our chaplain, Mr. Otto Thorworth,
18 which we share with Quarter Horse Racing
19 Association of Indiana through Paul Martin's
20 organization. And they did do a lot this year.
21 They support the spiritual and physical needs of
22 people on the backside. They provide
23 transportation to a lot of people that do not have
24 it to get to medical or dental appointments. They
25 were responsible this year for holding two large

1 backside feeds. We had one evening that served 50
2 pizzas. Another evening they served four kettles
3 of chili. Another they spent 400, they made and
4 brought out 400 Pupusas. And they're really a
5 blessing to what we do.

6 And to wrap it up for 2021, we have been
7 greatly blessed. We have been greatly blessed both
8 physically and financially. And if you'll remember
9 a year ago on this month, we were coming out of the
10 pandemic. We were in lock down 90 days. We had a
11 short meet. We had no idea what 2022 would bring.

12 I will tell you two things real quick. Otto
13 Thorworth started this journal called Notebook of
14 Miracles. And he started that when we came back in
15 April, May of 2020. And in this book he calls it a
16 notebook of confirmed miracles. As of today he's
17 got 69 people whose names are in this book. And
18 these are people that are on our backside or people
19 on our backside that have relatives or other people
20 in the community or neighboring states.

21 Otto has a real mission in this. And if you
22 want to know just -- I'll just name a few; kidney
23 stones, lung cancer, blood clot, heart
24 palpitations, delivered from drugs. I mean, it's
25 filled with all kind of things that tells me that

1 God is not -- you know, nothing is too small or too
2 big that God can't handle.

3 I will tell you just about one, one of these
4 miracles. We've had the gentleman that practiced
5 his trade here at Indiana Grand. His name is
6 Harrison Davison, Junior. Now, if you call him
7 Harrison, nobody would know who it is. It's
8 Junior. Junior has been a horseshoer for 58 years.
9 His father was a horseshoer for 54 years. Now,
10 most of us here know that horseshoers have to be
11 pretty stout. If you've ever shook the hand of a
12 horseshoer, they can hurt you. They're fit.

13 Junior was diagnosed about Thanksgiving of
14 last year that he had cancer, and his cancer was
15 getting worse. And he was hospitalized. And while
16 being in the hospital there, he was so weak -- this
17 is a horseshoer. He was so weak he couldn't drink
18 to take his straw to take a sip of water. They had
19 to do it for him.

20 They informed the family and prepared them for
21 what was inevitable, and all Junior said, I want to
22 go home. So against the doctor's better judgment,
23 they agreed to release Junior to go home as long as
24 hospice was set up at his house, would be there
25 when the ambulance got there. But they told his

1 family there's a good chance he won't make the trip
2 to the house.

3 Well, Junior made the trip. And he got home.
4 And he asked Otto to come over. He and Otto spent
5 a lot of time praying. Junior started getting
6 better. Junior got real better. And he's been a
7 part of our family back here for years. Not only
8 did the HBPA have the resources to send and
9 spiritually go spend time with Junior, financially
10 they were able to help Junior to get him back up on
11 his feet.

12 So today I would like to introduce, and he
13 just had his last PET scan three weeks ago, totally
14 cancer free Junior Davison. Junior, will you
15 please rise.

16 (Audience applause.)

17 BRIAN ELMORE: The second, we've been blessed
18 financially. I'm not going to steal all of Joe
19 Morris's thunder, but I'm going to steal a little
20 bit of it. Think of this, think of coming out of a
21 pandemic year into 2021. Here's what happened.
22 I'll tell you how this happened too. She and him
23 and Tom Linkmeyer, wherever you're at, and Jessica
24 Barnes, and the Thoroughbred Breed Development
25 Advisory Committee, Bruce Murphy, Tianna

1 Richardville, Blaine Davidson, along with ITOBA,
2 Tom Mosley, and his group, along with our friends
3 Paul Martin of the Quarter Horse association, by
4 all of us working together going in the same
5 direction, by the grace of God record all sources
6 handle, record single day handle, Indiana Derby Day
7 over 6 million, record amount of purses paid,
8 record number of breed development races run,
9 record highest Thoroughbred breed development
10 average race purse, record highest open average
11 race purse, record highest amount of money paid in
12 breeder's award, record highest amount of money
13 paid in stallion awards.

14 Been a good year. I can't wait until next
15 year. I'm ready. So we're just going to continue
16 to fight the good fight, finish the race and keep
17 the faith.

18 Sir, this concludes my presentation. I'd be
19 glad to answer any questions or if there's anyone
20 in our group you would like to question, they'll be
21 glad to come up and answer. If you want to talk to
22 Junior, he's a good guy.

23 CHAIRMAN BORST: Thank you. That was --
24 that's going to be tough to follow that's for sure.

25 BRIAN ELMORE: I stole my friend's material.

1 CHAIRMAN BORST: That's okay. It was all good
2 material.

3 BRIAN ELMORE: It was fun to get to do this
4 stuff.

5 CHAIRMAN BORST: You stole the good stuff.
6 Brian, that's certainly quite a record of, I mean,
7 healing people, tending to people. It's not just
8 all about horse racing. It's a lot more. That's
9 why it's a family. And as Brian said, everybody's
10 going the same direction. That's the way we do it
11 in Indiana.

12 Junior, congratulations, that's something.
13 That's really amazing. We're glad to have you
14 here. You have to keep coming now.

15 Staff, I think you said it was complete and
16 all. Any other comments on the application? Tough
17 to follow that so what can you say.

18 Are there any other interested persons who
19 would like to speak to this application? You
20 scared them away.

21 All right then, any questions by Commission
22 members?

23 Seeing none, I guess we'll entertain a motion
24 and a second to approve the application.

25 COMMISSIONER ESTES: Move approval.

1 COMMISSIONER MCCARTY: Second.

2 CHAIRMAN BORST: All those in -- roll call
3 vote.

4 MR. JACKSON: Chairman Borst.

5 CHAIRMAN BORST: Aye.

6 MR. JACKSON: Commissioner McCarty.

7 COMMISSIONER MCCARTY: Aye.

8 MR. JACKSON: Commissioner Pillow.

9 COMMISSIONER PILLOW: Aye.

10 MR. JACKSON: Commissioner Estes.

11 COMMISSIONER ESTES: Aye.

12 CHAIRMAN BORST: Passes unanimously. Next on
13 the agenda is the hearing on the renewal of the
14 application of the Quarter Horse Racing Association
15 of Indiana for approval as a registered horsemen's
16 association pursuant to Indiana Code. Good luck.

17 PAUL MARTIN: Commissioner Borst, Madam
18 Director Pitman, Deputy Director Linkmeyer,
19 Commission legal staff, I say good morning to you.
20 My name is Paul Martin. I'm currently serving my
21 sixth consecutive year as president of QHRAI. With
22 me here today is our executive director Dianne
23 Bennett. I appreciate her being here today.

24 I would like to say at the outset of this
25 presentation, it is truly a pleasure to be standing

1 in front of you again. I feel like I'm one of
2 those miracles. I want to thank all of you for
3 your thoughts and prayers and support. It means so
4 much. My goal is to be right back here next year
5 to present once again. I'm going to continue the
6 fight.

7 So thank you for hearing us today. And the
8 goal is to make this short and sweet. And
9 expediently we will recite our mission statement.
10 Our mission is to promote Quarter Horse racing in
11 Indiana and ownership in our state of Indiana; to
12 promote youth involvement in Quarter Horse racing
13 and educate our youth in proper husbandry as it
14 relates to the racing Quarter Horse. And here's a
15 big bullet point, to foster humane treatment of the
16 racing Quarter Horse; and lastly, promote a better
17 understanding of Quarter Horse racing by the
18 general public. This is our primary function and
19 our focus as an organization.

20 2021 has many success stories. I will
21 highlight a few of them. We ran 217 races this
22 year from a 2020 total of 172. This is a very nice
23 increase coming out of the pandemic. The exciting
24 news about the 2021 meet is our horsemen competed
25 for purses over \$5.2 million, which is absolutely a

1 record. Total mutuel handles is also a great
2 story. In 2019, we had a little over 17 million.
3 In 2020, a short season, was 20 million. In 2021,
4 we jumped just under \$22 million in total mutuel
5 handles. That's a great increase.

6 Here's where it gets exciting. Eric Halstrom
7 had approached us about a 10 a.m. start on our six
8 all Saturday Quarter Horse days. That turned out
9 to be nothing short of a genius move. Here are the
10 numbers. 2019 with still night racing was \$2.8
11 million. In 2020, we jumped to 3 million in a
12 shortened season with a 10 a.m. start. For 2021,
13 just under \$5 million, \$4.9 million for a 10 a.m.
14 start on those six all Quarter Horse days on
15 Saturdays. This is indeed a tremendous increase,
16 just a 10 a.m. start change. There were six total
17 Quarter Horse handles of \$4.9 million that includes
18 two \$1 million days on June 6th and July 4th.

19 Those were records. All year records were being
20 broken and re-broken.

21 The biggest highlight for a lot of us this
22 year was Indiana Champions Day already mentioned.
23 The QHRAI coming together with ITOBA and HBPA for
24 this event was just a complete thing of beauty.
25 It's truly amazing what can be accomplished when

1 everyone comes together for something like this.

2 Of course, Champions Day was carefully
3 engineered by Eric Halstrom and the great Caesars
4 team. We are hopeful this will be made an annual
5 event. We think it will be.

6 Please allow me to just mention a few programs
7 that we're still able to keep having an impact on.
8 We were able to start our, restart our in-person
9 Thursday night Bible studies and provide a meal for
10 the people that came from the backside. Otto
11 Thorworth continues as our chaplain and has done
12 tremendous work for our backside people. This
13 ministry means so much to all of us and has become
14 an integral part of every day at the racetrack.

15 Our benevolence program for many of our people
16 is the only form of medical, vision, and dental
17 coverage available to them. And we kept that
18 program intact again this year. We continued our
19 support of Jockeys and Jeans Foundation to help the
20 permanently disabled jockeys that Brian was talking
21 about today.

22 QHRAI was able to continue our financial
23 support of Strides to Success and Horse Angels.
24 Strides to Success works with individuals suffering
25 from past abuse or are mentally challenged using

1 horses, many of them ex-racehorses. We found it to
2 be a very worthy cause to continue the support.

3 Horse Angels is a rescue for horses. They are
4 a hands-on brick and mortar program with
5 approximately 60 horses, many of them again
6 ex-racehorses that live out their lives at the farm
7 or train for second careers.

8 Again, this year we sponsored the Indiana
9 Barrel Futurity at Johnson County Horse Park in
10 Edinburgh, Indiana. This sponsorship endeavor is
11 highly important to Quarter Horse racing, as many,
12 if not most of these horses have made barrel racing
13 a second career. That's after the race career.

14 This past September, Indiana Grand hosted our
15 annual QHRAI speed sale. This was the first ever
16 event trackside, and it was highly successful. We
17 had 78 horse consignments. That was up from 56 the
18 prior year. So that's another positive increase
19 showing growth in our program. We've evolved from
20 average yearly prices in 2011 of \$4,460 to this
21 year's average being over 11,000, which is roughly
22 doubled. The high seller was 26,750. This is a
23 35 percent increase, again, showing growth and
24 stability in our program.

25 One big part of the growth in the sale of

1 these horses stems from a limited futurity race we
2 put up for only horses that have went through the
3 sale. That purse now exceeds the \$150,000 mark,
4 and it's rapidly becoming our signature race. As
5 I've often said, this is a great way to get
6 involved in Quarter Horse racing, show up to the
7 sale, buy a horse. It's just that simple.

8 Lastly, the QHRAI in conjunction with Indiana
9 Grand has secured the championship weekend to host
10 the 2022 AQHA Challenge event. The Challenge is a
11 national event and will draw national attention for
12 racing all over the country. We're excited about
13 it. It's going to be a great show. You won't want
14 to miss it.

15 Let me also say securing the Challenge was a
16 challenge. Eric Halstrom and the Caesars team did
17 a fantastic job to help us to close the deal.

18 In closing, I feel I should just mention how
19 great it's been to work with Joe Morris, Eric
20 Halstrom, Chris Polzin, Tammy Knox, Rachel
21 McLaughlin, Tim DeWitt, Roy Smith and really just
22 everyone at Caesars. When you start a new
23 relationship you really never know how it's going
24 to go until you're in it, but it's been nothing
25 short of fantastic. And we thank all of you for

1 that. It's been a great partnership so far.

2 When you walk over to these windows and just
3 take a panoramic view of the progress, a new
4 Eurociser, a new dorm room building, a new horse
5 barn, construction instead of destruction, seeing
6 pictures and reading articles of track closures and
7 delapidated backsides. These things should make
8 all of us feel what we are doing today worth it
9 because it is.

10 And with that, we respectfully ask the Indiana
11 Horse Racing Commission to approve our 2022 racing
12 application. Thank you very much.

13 CHAIRMAN BORST: Thank you, Paul. Very well
14 done. You've got a lot to report also. Glad
15 you're here. Glad you're doing well. Keep
16 fighting.

17 PAUL MARTIN: Thank you.

18 CHAIRMAN BORST: Any staff comments? Any
19 Commission comments?

20 COMMISSIONER ESTES: No, sir.

21 CHAIRMAN BORST: Seeing none, I guess we'll
22 ask if there are any interested persons to speak?
23 No, seeing none. Thank you very much.

24 Okay. In that case we will accept a motion
25 and a second then to approve the Quarter Horse

1 Association.

2 COMMISSIONER ESTES: I move approval.

3 COMMISSIONER PILLOW: Second.

4 CHAIRMAN BORST: Been moved and seconded.

5 MR. JACKSON: Thank you. Chairman Borst.

6 CHAIRMAN BORST: Aye.

7 MR. JACKSON: Commissioner McCarty.

8 COMMISSIONER MCCARTY: Aye.

9 MR. JACKSON: Commissioner Pillow.

10 COMMISSIONER PILLOW: Aye.

11 MR. JACKSON: Commissioner Estes.

12 COMMISSIONER ESTES: Aye.

13 CHAIRMAN BORST: Passes unanimously. Next on
14 the agenda is the hearing on the 2022 renewal
15 application of the Indiana Thoroughbred Owners and
16 Breeders Association for approval as a registered
17 horsemen's association pursuant to Indiana Code.

18 TOM MOSLEY: Good morning, Chairman Borst,
19 Commissioners, Commissioner, Deena Pitman, and all
20 the Commission staff. My name is Tom Mosley. And
21 I'm the president of the Indiana Thoroughbred
22 Owners and Breeders Association.

23 I'm really excited to be here today. I'm very
24 proud of our group and the things we accomplished.
25 I'm concerned that we only have an hour and 15

1 minutes, if I heard clearly, to get through all of
2 this. I'll do the best that I can.

3 CHAIRMAN BORST: You'll push it like Brian
4 does.

5 TOM MOSLEY: ITOBA represents what we consider
6 the backbone of Thoroughbred racing. It's not
7 always an easy group to represent. The people that
8 we represent are the owners of Indiana bred and
9 sired horses, the breeders, the stallion owners
10 that are all across the state of Indiana. In fact,
11 when the people in this room on the way home,
12 you're going to pass a horse out in the pasture.
13 It's a good chance it's a Thoroughbred broodmare.
14 And it's someone that's maybe never been licensed,
15 but that's what they do is they breed horses.
16 They're retired. There's thousands of people far
17 beyond the breeders that make this happen. The
18 thoroughbred farms across the state of Indiana and
19 all of the employees that make these farms run and
20 produce the animals that you see on the track every
21 single day, they're unsung heroes. They're taking
22 a huge amount of financial risk to make the foals.
23 Thankfully this year was so, so good for everybody.
24 We think there's a tremendous growth in front of
25 us.

1 We're a not-for-profit group made up of
2 volunteer directors. We have one paid employee
3 normally. We have monthly board meetings that are
4 open to the public and lots and lots of emails and
5 committee meetings to function to accomplish all
6 the things that we do.

7 Our sole purpose is to encourage the growth of
8 the Indiana bred and sired horses. And, obviously,
9 to make that happen, you need to have people making
10 profit. No matter how much you love horses,
11 there's an in-law somewhere saying what are you
12 doing spending all this money on these horses. We
13 do this by, first of all, helping breeders to be
14 profitable first of all, at the point of the sale
15 when they sell a horse at our sale or to an
16 individual. And secondly through the breeders and
17 stallion awards.

18 As I just mentioned, you have to make a profit
19 or you can't stay in the business. That's got to
20 be the goal. Thankfully through the changes of the
21 breed development program and the partnership with
22 the track, this is without question the best
23 regional bred and sired program in the country.
24 It's not even close.

25 Some of the things we're doing right now that

1 we've started doing recently that we think is real
2 important is this past year we've had two -- they
3 weren't as big as what we wanted and people weren't
4 used to them, but we had a meeting in northern
5 Indiana in Peru, Indiana at the 4H Fairgrounds
6 where we invited breeders and stallion owners and
7 farm workers to come to hear their concerns and let
8 them know what was going on around the state with
9 the breed development program. Similarly, we had a
10 meeting in Shelbyville at the 4H Fairgrounds. And
11 the turnout wasn't as good as we wanted, but it's
12 something we feel passionately about going forward.
13 It's hearing what they have to say on different
14 issues.

15 The breeders, the stallion owners, the farms,
16 and all of the vendors that produce these horses is
17 truly the backbone of the economic impact of horse
18 racing in Indiana. And we owe a big debt of
19 gratitude to the farms and the breeders and the
20 stallion farms across the state that year after
21 year after year regardless of COVID, they're out
22 there foaling out mares and raising babies.
23 Regardless of the economy, the track changes, they
24 keep producing babies. I really think that most
25 breeders and farms across the state see a

1 tremendously bright light at the end of the tunnel
2 with the way this program is going.

3 Was that a bell that I'm running late?

4 Our board consists of some of Indiana's all
5 time breeders, stallion owners, as well as a
6 current, the current chairman of the Indiana
7 Thoroughbred Breed Development Advisory Committee,
8 and a past adviser on the Thoroughbred Breed
9 Development Advisory Committee. We have, we have
10 on our board one of the largest training farms in
11 the state of Indiana, as well as one of the largest
12 stallion farms and foaling farms in the state of
13 Indiana, as well as a good mix of trainers and
14 owners and breeders.

15 Just quickly, there's a few things. I'm not
16 going to go through the application. I didn't
17 bring it up here so Deena didn't panic. I do want
18 to mention some things that are new this year or
19 something we are moving to in the future. I will
20 go through them pretty quickly.

21 One of the things that we struggled with in
22 the past is having good communication with breeders
23 and owners across the state. A lot of it has to do
24 with how fast technology has advanced. Some people
25 are Facebook. Some people are email. Some people

1 still have their rotor phone. One of the things
2 that came up in these horsemen meetings is texts.
3 Everybody texts, or everybody can look at a text.
4 We are pursuing a similar texting system that
5 Indiana Grand uses to get information to their
6 trainers on the backside. We are really excited
7 about that.

8 We're going to pursue a substantial marketing
9 campaign into Illinois, Michigan, and Ohio. And we
10 know there's breeders there. And we know how good
11 our program is. And we're not trying to take
12 anything away from any other states. We just want
13 to make people aware of what's available here in
14 Indiana, especially considering there's no racing
15 at all in Michigan right now. The racing isn't
16 thriving necessarily in Illinois. So we think
17 that's a really good way to get more brood mares
18 into the state of Indiana.

19 Another thing that we're making a change this
20 year is in the past we've had an annual awards
21 banquet, which was part of our January general
22 annual meeting. This year we're going to have an
23 awards banquet in January. And it's going to be a
24 real celebration of the horse racing and give out
25 the awards. We're going to put the boring, general

1 meeting more in April where we announce the new
2 directors to coincide with our elections.

3 One of the things that is probably the most
4 exciting thing that's going to happen in 2022 is
5 ITOBA talked to HBPA and ran an idea by them
6 several months ago, along with Eric Halstrom. And
7 the idea was this: If we could help fund it, we
8 wanted to take a series of four stakes races that
9 are signature stakes now; two for Indiana bred
10 colts and geldings, one sired and one bred; and two
11 for fillies, one sired and one bred. We are
12 putting in \$100,000 into the open purse account.
13 In fact, we've already submitted the letter. It
14 will cause in 2022 to be a \$250,000 stake race for
15 Indiana sired colts and geldings for three year
16 olds; a similar stake race for Indiana bred colts
17 and geldings; then two \$200,000 races, one for
18 Indiana sired three-year-old fillies and one for
19 three-year-old Indiana bred fillies. Multiple
20 people have called and asked about this.

21 We just concluded our ITOBA sale here a couple
22 months ago. We had several new buyers there. They
23 might not know anything about what was going in
24 Indiana, but somehow they got news about this
25 stakes program. We really think it's a real

1 exciting thing and will be a tremendous help to the
2 stallion owners and breeders.

3 And to mention Brian stole a lot of my, I
4 think he stole my notebook and copied some stuff
5 out of it. The Champion's day that was here, we
6 all know people that are just glass half empty.
7 And people that never have anything good to say
8 have told me that that was the most exciting, best
9 racing that they'd ever had here at Indiana Grand.
10 The Kentucky Derby day is always a big day, the
11 Indiana Derby day. This track was packed with
12 Indiana residents. And the Quarter Horse
13 association did a great job on their half. ITOBA
14 partnered with Eric and the track and HBPA and was
15 just a tremendous day. We're really looking
16 forward to that going forward.

17 Couple more things. The ITOBA sale was very
18 successful this year. Our prices were up. The
19 consignments were up, but it would be really hard
20 to describe the energy for what's happened in
21 Indiana is just tremendous. And I really believe
22 at the core of it, and Brian mentioned this, there
23 is a collaboration between HBPA, ITOBA, this track
24 management with Joe Morris and Eric Halstrom and
25 the Quarter Horse group that is pointing exactly

1 the same direction. The numbers that he, which I
2 was going to be the first one to tell you, but
3 Brian told you. The numbers are just incredible.
4 I think it would be a really hard thing to
5 calculate, but I'm very confident that more money
6 stayed in Indiana and went to Indiana residents
7 because of the tremendous increase in the Indiana
8 bred and sired races. And that had a great deal to
9 do with Eric Halstrom and Joe Morris using a higher
10 based purse from their open purse account in
11 collaboration with HBPA. It's just a tremendous
12 thing that's happened here.

13 One last thing, well, not the last one. I'm
14 going to get through. Eric Halstrom, a few months
15 ago, asked me to stop by his office after a breed
16 development meeting that he had an idea. The idea,
17 and I wish he was here explaining this, but the
18 idea was basically they have a tremendous
19 handicapping contest that goes up and ends on
20 Kentucky Derby day. In 2022, we are going to
21 partner with the track. They're going to have a
22 separate pool of money where somebody checks off
23 during this handicapping contest. If they checked
24 into this part of the program, we're hoping to put
25 together \$30,000 from that contest from a

1 partnership between us, the track, and hopefully
2 HBPA. And the winner of that contest is going to
3 use that money to spend up to 50 percent of it at
4 the ITOBA sale on an Indiana bred and sired horse.
5 Then they're going to use the other half of the
6 money to pay the multitude of expenditures that
7 will get that horse from the sale to the track.

8 There will be a lot of multimedia coverage,
9 through Facebook. And I know Rachel is involved.
10 Eric actually just called us in his office a couple
11 weeks ago and gave us an outline. It's an
12 unbelievably exciting program. And I think it will
13 become known all across the United States, as much
14 effort as Indiana Grand is putting into it.

15 Just a couple last things here. I hope you
16 noticed in our application, we just didn't put our
17 financials and about our gaming revenue. We're the
18 smallest funded group by far of any of the
19 associations that have come to the podium today.
20 But we're really, really proud of what we do and
21 what we accomplish with the amount of money we
22 receive. Not only did we include every single
23 deposit and expenditure for 18 months from our
24 gaming revenue account, we did it for our
25 non-gaming revenue account, our ADW account, our

1 money market account, everything. We're proud of
2 what we're doing. We want you to be proud of us.
3 We want you to know what we're doing here.

4 We also included, I think at least a year's
5 worth of agendas and minutes. Hopefully you have
6 other things to do besides read through old minutes
7 of our meetings. Again, we're proud of what we do.
8 We want you to know what we're doing. We want you
9 to have a dinner sometime and talk about that ITOBA
10 group and all the good things we're doing.

11 One last thing, we had two new programs that
12 were initiated this year. One of them was a
13 scholarship program, and the other one is what we
14 call a fellowship program. Basically it's a type
15 of benevolence for breeders and farms that aren't
16 covered through HBPA, maybe have never been
17 licensed, and there's been a catastrophic event, a
18 barn fire, disease or something like that. It's
19 not a lot of money because we don't have a lot to
20 work with, but we're really excited about that.

21 Then on the scholarship we initiated and what
22 we named it was the Herb and Darlene Likens Scholar
23 Award. We had our first scholarship award this
24 year. And to me, it's something that everyone in
25 this room can be proud of. As I mentioned, there's

1 farms all across the state of Indiana that aren't
2 required to be licensed.

3 And at one particular farm, there's a young
4 man that works there. I think he's 41 or 42 now.
5 He's been working at this farm since he was 18
6 years old. His name is Martin Hernandez, and
7 anyone would be proud to have him as a son-in-law
8 or a friend. He's a hard working man.

9 Martin, over the 22 years, and this is hard
10 manual labor that this man does. In fact, you
11 would be hard pressed to watch a day's worth of
12 races without horses that he's had hands on being
13 on that track. And while Martin has worked there,
14 he's bought a home and is raising a family.

15 And he has a son that applied for our
16 scholarship. The people eligible for our
17 scholarships are people that are not covered by
18 other horse association scholarships. And they
19 have to have currently or recently worked at an
20 Indiana breeding farm or training farm.

21 And this young man is named John Hernandez,
22 and he's a tremendous young man. We are very proud
23 to have given him our scholarship. He's in school
24 today.

25 That's really all I have to say. We are very

1 proud of what we are doing. We respectfully ask
2 that you approve our renewal for application. I
3 would be happy to answer any questions.

4 CHAIRMAN BORST: Thank you, Tom. You had a
5 lot of good news. You're just not enthusiastic
6 about it.

7 TOM MOSLEY: There's a lot of good things.

8 CHAIRMAN BORST: We appreciate it. There's a
9 lot of good stuff there.

10 TOM MOSLEY: Thank you.

11 (At this time Commissioner Pillow entered the
12 meeting room.)

13 CHAIRMAN BORST: Staff, any? Deena?

14 EXECUTIVE DIRECTOR PITMAN: Tom, can you
15 clarify to the Commission about the stakes program
16 and where that money is coming from.

17 TOM MOSLEY: The new stakes increases? Yes.
18 So the way we've done that is there's -- I'll just
19 use one stake as an example instead of going
20 through all four. There's current stakes that have
21 \$150,000 purses. And we were wanting those, two of
22 the stakes to go from 150 to 250, and two of the
23 other stakes to go from 150 to 200 for the fillies.
24 What we were able to do is we made a partnership
25 and a commitment to Indiana Grand to give our, give

1 \$100,000 of our ADW money into the open purse.
2 They're going to use open purse money that they
3 have to raise those stakes from a current 150 to
4 200 to 250,000.

5 The beautiful part about this was breed
6 development advisory, they just have done a
7 tremendous job this year. But they have finite
8 budgets and rules that they have to do. For them
9 to have done this on their own, they wouldn't have
10 been able to create a budget and guarantee to be
11 able to do these stakes. Because of the
12 partnership with ITOBA and Indiana Grand, Eric and
13 Joe were able to fund these purse increases at all
14 with no cost to the breed development purse
15 account. It's a tremendous achievement. It's
16 going to be a really big bang for our buck.

17 EXECUTIVE DIRECTOR PITMAN: And this is the
18 purpose for your ADW request.

19 TOM MOSLEY: Yes, and that's the purpose for
20 our ADW request that you have in front of you.

21 CHAIRMAN BORST: Thank you.

22 TOM MOSLEY: Thank you.

23 CHAIRMAN BORST: Are there any other
24 interested persons here to speak to this
25 application? Any questions from Commissioners?

1 Welcome in person, Commissioner Pillow.
2 Seeing none, I guess we're ready for a motion and a
3 second then on this application for ITOBA.

4 COMMISSIONER ESTES: I move approval.

5 COMMISSIONER PILLOW: I second.

6 CHAIRMAN BORST: Been moved and seconded. I
7 guess we'll go to roll call.

8 MR. JACKSON: Thank you. Chairman Borst.

9 CHAIRMAN BORST: Aye.

10 MR. JACKSON: Commissioner McCarty.

11 COMMISSIONER MCCARTY: Aye.

12 MR. JACKSON: Commissioner Pillow.

13 COMMISSIONER PILLOW: Aye.

14 MR. JACKSON: Commissioner Estes.

15 COMMISSIONER ESTES: Aye.

16 CHAIRMAN BORST: Passes unanimously.

17 Next on the agenda is the general hearing 2022
18 renewal application of the Indiana Standardbred
19 Association for approval as a registered horsemen's
20 association, again, pursuant to Indiana Code.

21 JOE PUTNAM: Good morning, Chairman,
22 Commissioners, Staff, Joe Putnam, president of
23 Indiana Standardbred Association.

24 We're representing over a thousand members
25 plus. And it's an interesting morning. Sounds

1 like a lot of miracles, and I've got my own miracle
2 story here. I survived a near fatal heart attack
3 back in April. I'm very glad to be standing here
4 in front of everybody.

5 Moving forward, we just got done with our
6 longest Standardbred meet that we've ever had here
7 in Indiana, just got done Saturday night on
8 December 4th. Luckily, start to finish we had
9 great weather. We had lots of horses, lots of
10 horse men and women. We had an all time record
11 meet handle wise, well over a hundred million
12 dollars, first time ever. So that was a great
13 accomplishment.

14 Next year we're looking to do the same. We're
15 going to add, I believe, it goes to
16 December 10th next year, which, you know, as we
17 talked before, it really allows our horse men and
18 women to stay here year round and participate year
19 round here in Indiana. It was something I myself
20 and the board from the ISA, we've worked on this
21 for many years to get this established. And I
22 think it's really played out well.

23 Just go through a few of the things the ISA
24 does for its members. We've done this for years,
25 and we will continue to do this in the future.

1 Have a clinic on the backside for all the horse
2 people, free health care, free dental care. We
3 have a chiropractor available on the backside,
4 counseling services. They have a church service
5 weekly.

6 Some of the cool things we do, we have, as
7 you've all seen I think, our Indiana Standardbred
8 magazine. It's five issues a year full of
9 information and stories and do a lot of stories on
10 horses and horse people, just cool things that
11 we're allowed to do.

12 We provide college assistance to students of
13 horse men and women. We do emergency benefits and
14 funding for people that have issues and maybe get
15 in a tight spot and stuff. A lot of good things
16 like that we do.

17 In partnership with Hoosier Park we do a lot
18 of great things. We're in partnership with TVG to
19 promote horse racing. We're going to pursue the
20 Breeders Crown again in 2023, which is our Super
21 Bowl of horse racing. We had that here the first
22 time in 2017. And then we had it last year in the
23 pandemic year, which was still a success, but it
24 was toned down from the pandemic. So we're going
25 to, you know, maybe take a shot at that again in

1 '23. That's a real cool thing because up until
2 2017, we've never been able to have an event of
3 that magnitude out here in the Midwest. Now
4 they're asking us to have it every three years.
5 That's pretty cool.

6 We just had Thanksgiving. And we did this
7 first time. We raced on Thanksgiving, which we
8 didn't know how that would turn out, but it ended
9 up being a great night of racing. We had a great
10 handle night. But also on that day, the ISA, along
11 with partnership with Harrah's Hoosier Park, we did
12 a Thanksgiving dinner for all the horse men and
13 women and employees. And we had well over 200
14 people that we fed that day so that was a great
15 thing.

16 Also some of the other things we do, the after
17 care for Standardbred after care. We provide
18 grants to therapeutic riding organizations, horse
19 adoption organizations. We get a lot of horses
20 placed, you know, with kids and families after
21 their racing careers are over.

22 Looking forward, you know, we're going to
23 continue to work with Hoosier Park to promote
24 Standardbred racing to the highest level. The ISA,
25 as we speak now, we're looking to perhaps hire an

1 executive director. We're working on that. We've
2 had some candidates apply. So hopefully going
3 forward in 2022, we'll be able to expand upon that.

4 The ISA, in conjunction with Harrah's Hoosier
5 Park, we're having the first time this winter,
6 we're having year-round training. I think we're
7 going to have approximately 250 horses on the
8 grounds year round. So hopefully going forward
9 that will, you know, allow for more horses to be
10 ready earlier in the spring to make sure we have
11 enough horses to race.

12 Also our horse sales here this fall, we
13 continue to trend upwards each year. And I think
14 we were up about nine and a half percent per horse
15 average this year. So that's a good thing,
16 continues to trend upward. Our breeding program,
17 we're getting more mares, more breedings. You
18 know, everything is looking up. So as the other
19 organizations have spoke before me, things are
20 looking very positive.

21 That's really all I've got. I tried to keep
22 it short and sweet. We humbly ask you for
23 recognition for 2022.

24 CHAIRMAN BORST: Thank you, Joe. You're
25 looking stronger and stronger every time I see you.

1 JOE PUTNAM: I appreciate that. It's been an
2 interesting year.

3 CHAIRMAN BORST: More good news from
4 everybody. Any questions from staff? Any other
5 interested persons who would like to speak to this
6 application? Any commission members?

7 COMMISSIONER ESTES: No.

8 CHAIRMAN BORST: Seeing none, then I guess
9 we're ready for a motion and a second.

10 COMMISSIONER MCCARTY: I move for approval of
11 the Standardbred association application.

12 COMMISSIONER ESTES: I would second that.

13 CHAIRMAN BORST: Moved and seconded. Roll
14 call vote.

15 MR. JACKSON: Thank you. Chairman Borst.

16 CHAIRMAN BORST: Aye.

17 MR. JACKSON: Commissioner McCarty.

18 COMMISSIONER MCCARTY: Aye.

19 MR. JACKSON: Commissioner Pillow.

20 COMMISSIONER PILLOW: Aye.

21 MR. JACKSON: Commissioner Estes.

22 COMMISSIONER ESTES: Aye.

23 CHAIRMAN BORST: Passes unanimously.

24 JOE PUTNAM: Thank you very much.

25 CHAIRMAN BORST: Next on the agenda is Caesars

1 2012 operational plan as required by the
2 Commission's permit transfer final order dated
3 July 15, 2020. A lot has happened since July 15,
4 2020.

5 JOE MORRIS: Joe Morris with Caesars
6 Entertainment Racing. We just heard from our four
7 partner groups so a lot of the information we have
8 from 2021, you'll hear some of that ha again.

9 As you can see, it's a team that makes all
10 this happen. The horsemen groups are certainly a
11 part of it, and we work with them on a daily basis.

12 I've brought eight people with me here today
13 on our team to present our 2022 operational plan.
14 So why don't we jump right into that. The first up
15 is our CEO of Caesars Entertainment, Tom Reeg.

16 CHAIRMAN BORST: Welcome back. Glad to have
17 you here. You're hearing a lot of good stuff so
18 I'm glad you're here.

19 TOM REEG: Thank you, Mr. Chairman,
20 Commissioners, Director Pitman and staff. A lot
21 has happened since July of 2020. And we appreciate
22 that it took a leap of faith with you not knowing
23 us in this business. And we made a lot of
24 commitments to you. And, frankly, for me to hear
25 the four different groups get up beforehand and

1 know what's been going on here, it's encouraging to
2 me to see how it's come together.

3 We made a commitment to you when we stood in
4 front of you in July 2020 that we knew we were
5 taking over the gold standard of United States
6 horse racing, and that we wanted to advance that.
7 And I think you're seeing that happen. You'll see
8 it in the numbers that Joe will detail.

9 I'm up here to talk about Caesars specifically
10 and what's happened with us in Indiana. '21 was a
11 very strong year for us generally. Indiana was no
12 exception. The two tracks saw, the racinos saw
13 revenue growth of double digits, 12 and 15 percent.
14 Cash flow has grown significantly as well.

15 In Hammond we were, as we started this year,
16 we were under agreement where we needed to sell the
17 Hammond property. I saw Sara Tait here earlier.
18 She helped us in her role at IGC. And we came to
19 what I think was the best interest of us certainly
20 and the state. We get to keep Horseshoe Hammond,
21 that property despite a competitive opening moving
22 from the old Buffington Harbor site to the
23 interstate. Horseshoe Hammond revenue held in flat
24 year over year. And I know there were advocates in
25 this room beyond Sara that helped us keep that

1 license, and I want to thank all of you.

2 As we started 2021, we were in the throws of
3 the pandemic, really didn't know where the year
4 would head. As a result, we delayed our expansion
5 of Harrah's Hoosier Park. We embarked on the
6 expansion here at Indiana Grand, a rebranding that
7 will start to open next month. So we're excited
8 about what that can bring in terms of additional
9 revenue that you participate in.

10 It's our intention to pursue a similar
11 expansion at Hoosier Park beginning this spring,
12 which likely comes on line toward the middle of
13 2023. So exciting things going on in Indiana for
14 us. Indiana is certainly one of our most important
15 states in terms of its representation in the
16 company. And we're thrilled with the way it's been
17 going thus far.

18 On a corporate level, we closed the Caesars
19 transaction with more debt than we were comfortable
20 with. I know that was a subject of investigation,
21 both by your commission and the IGC. I'm pleased
22 to report that with the growth in cash flow that
23 we've generated, the assets we sold, the non-US
24 interests in William Hill, that transaction will
25 close early in 2022. That brings about a billion

1 and a half of cash back to the US.

2 We intend to sell a Vegas strip asset in 2022.
3 Expectation of sales proceeds there are \$3 to
4 \$4 billion. And we expect to generate over
5 \$2 billion of free cash flow between now and the
6 end of '22. So we have \$6 1/2 to \$8 billion of
7 excess cash to deploy in 2022.

8 You're going to see some of that invested into
9 the business. You'll see more of that invested
10 into the digital project that we've launched, but
11 you'll see the bulk of that go to pay down our
12 debt. So we would expect to pay down something in
13 the neighborhood of \$5 billion of debt in 2022.

14 We think that puts us on track to be
15 investment grade from a credit standpoint in the
16 near future. And I came from the credit banking
17 and investing business. I can't recall a company
18 the scale of Caesars that lived through a
19 bankruptcy and then ultimately came out the other
20 side and got an investment grade rating. And we're
21 on that path.

22 We think that your faith in us is well
23 justified. As you know, we've got a fantastic team
24 here. Joe Morris has been a God send for us in
25 racing. And just to see the four groups, Joe and

1 his team pulling in the same direction, the
2 leadership of Trent at Hoosier Park and Steve here,
3 Brian and Rick, we're just thrilled with the team
4 that we have in racing and in Indiana in
5 particular.

6 And you've seen -- I guess I'll apologize for
7 all the commercials that I'm sure you've seen on
8 Caesars digital. We launched that brand this year.
9 That's an important piece of us building our
10 business for the future. A big piece of the casino
11 business depends on 50 and over aged customers.
12 And what you see in these apps is you see a lot of
13 adoption by younger people. We're seeing people
14 that move from digital-only customers status with
15 us into our brick and mortar properties. That's
16 encouraging, and its ongoing and building.

17 So we think we've got -- what are we, 18
18 months on at this point? We're off to a great
19 start here. We know we've got work to do, but we
20 appreciate your support, the support of our
21 partners in the four organizations and leadership
22 of Joe and his team.

23 If you have any questions for me, feel free to
24 fire away.

25 CHAIRMAN BORST: Any Commissioners have any

1 questions?

2 COMMISSIONER PILLOW: How is your Sportsbook
3 operation?

4 TOM REEG: It's growing quickly. We started
5 behind in a state like Indiana in terms of where
6 our app was when we relaunched. William Hill was
7 in the middle of transitioning off of old
8 technology, which for lack of a better word sucked,
9 and onto our new app, which is state of the art
10 competitive with what else is out there. And we
11 have seen in states like Indiana our handle share
12 double. We've seen in states where we started on
13 even playing field our share toward 20 percent of
14 the market. We are now as a company 17 percent of
15 all sports betting handle in the United States.

16 COMMISSIONER PILLOW: Thank you.

17 CHAIRMAN BORST: Any further questions?

18 COMMISSIONER PILLOW: Is it public knowledge
19 what you're selling in Vegas on the strip?

20 TOM REEG: It is not. We have not disclosed
21 which property to date. We have an arrangement
22 with BG&E Real Estate Investment Trust that helped
23 us finance the original Caesars acquisition where
24 they get the first shot at buying the asset from
25 us. So you should expect we'll start executing

1 that early in 2022.

2 And another thing that comes up, I know that
3 the put call on the tracks was a big piece of, a
4 conversation piece during the process. As we said
5 at the time, we viewed that put from our standpoint
6 as kind of a "break glass in case of emergency"
7 piece. With where we're going with our capital
8 structure and all the liquidity that we have, we
9 have no intention of exercising that put during the
10 time frame that we have the ability to do so.

11 CHAIRMAN BORST: Okay. I think that's it.
12 Thank you. Appreciate it. Who have you got next,
13 Joe?

14 JOE MORRIS: Joe Morris again. Next we'll
15 have Steve Jarmuz come up and give you a quick
16 update on the Brew Brother expansion we have going
17 on here.

18 STEVE JARMUZ: Good morning. Mr. Chairman,
19 Commissioners. I'm Steve Jarmuz, general manager
20 Indiana Grand. Just wanted to take a couple of
21 minutes and update everyone on some exciting
22 changes we have.

23 Our Winner's Circle down in the casino is
24 going to transform into a Brew Brothers Sportsbook
25 combo starting in January of 2022. We're

1 anticipating January, but supply chain issues and
2 labor shortages are something that's been part of
3 our day to day, but we're very much planning for
4 January.

5 At that time the seven-day-a-week simulcast
6 operation is going to move into the first floor of
7 the clubhouse. Right there I think that's going to
8 be a big improvement on the product we have today
9 from audiovisual to food and beverage. It's just a
10 better all-around space that I think our gamblers
11 are going to like a lot more.

12 Once the Brew Brothers Sportsbook combo is
13 complete roughly in April, what that's going to do
14 is that will give two different options for our
15 simulcast customers. They will be able to go to
16 the first floor of the clubhouse, which we will
17 keep open year round, or they'll have a different
18 experience should they chose so in the casino.

19 Gregg Carano does a great job with Brew
20 Brothers menus around the country. We'll be
21 doubling the beers we have on tap with a focus on
22 locally brewed. And the audiovisual experience is
23 going to be enhanced as well.

24 Overall, it's going to be a much better
25 product than we have in there today. And there's

1 going to be multiple options for our simulcast
2 customers.

3 We have artist renderings over here off to the
4 right. We have design and construction documents
5 already approved. And we're working on permitting
6 and procurement right now.

7 With that, if there's any questions, I would
8 be happy to answer it.

9 CHAIRMAN BORST: Any questions, Commissioners?
10 Deena, any questions?

11 EXECUTIVE DIRECTOR PITMAN: Good morning. Can
12 you explain to the Commission what type of wagering
13 platform will be available in the brew pub for
14 handicappers.

15 STEVE JARMUZ: Sure. So not too dissimilar
16 from what we have today. We're going to have
17 mutuel tellers up there to accept in-person wagers.
18 We're also going to have the self-betting totes
19 there as well. And the race and Sportsbook is just
20 that. You'll be able to bet on races just as
21 easily as you'll be able to bet on sports wagering,
22 sports contests.

23 EXECUTIVE DIRECTOR PITMAN: And you'll be
24 showing races during live racing on TV monitors in
25 there, or how will that work?

1 STEVE JARMUZ: We operate that similar to, I
2 would say, how we operate the Sportsbook is based
3 on demand. So whoever is in there, if we have a
4 large majority of folks or anyone who wishes to
5 watch racing, we have people in there able to
6 change a channel and focus on live racing,
7 simulcast racing, or whatever sporting events they
8 have. That racing Sportsbook will kind of operate
9 as a cohesive book with the first floor of the
10 clubhouse being exclusively simulcast.

11 Again, I think long term, our customers, while
12 they'll be welcome in both areas, I think they're
13 going to prefer the first floor of the clubhouse.
14 The proximity to the parking garage is favorable.
15 The food and beverage offering down there is going
16 to be a step up from what they have today, but
17 we'll welcome them anywhere, as well as Center Bar
18 too. We have a tote machine at Center Bar.

19 EXECUTIVE DIRECTOR PITMAN: I wouldn't be
20 opposed to trying to take some people that are
21 there for Sportsbook and join wagering on horse
22 racing at the same time.

23 STEVE JARMUZ: We definitely hope to see
24 crossover play. I think you see that in a lot of
25 different books that offer both.

1 CHAIRMAN BORST: Thank you. It's tough,
2 supply chain and workers. It's the same theme
3 throughout the country. Thank you.

4 STEVE JARMUZ: Thank you.

5 JOE MORRIS: Joe Morris, Caesars Entertainment
6 Racing. Before we get into our plan, I just wanted
7 to talk a little bit our process on this. We
8 started the 2021 plan probably last August,
9 September from a year ago. It was the first time
10 we had put together a comprehensive plan like that
11 for Indiana. Complete team effort. We wrote it
12 section by section. We would get drafts out to the
13 horsemen groups, to the Commission staff, probably
14 went through 10, 12 drafts of it. We voted it in
15 last year. You've seen the results.

16 It's a book that actually just doesn't get
17 thrown into a file afterwards. When I walk into
18 Rick or Eric's office, I expect to see it on their
19 desk to make sure we're still using it because it's
20 a measuring stick. We not only lay out a plan, but
21 we put projections and budgets and things like that
22 in there. It's kind of a scorecard as we go across
23 the year. As we can see, it worked for us this
24 last year.

25 The other refreshing thing I'll tell you is

1 Caesars continues to give us the tools we need to
2 do our jobs here and with the budgets and the
3 capital and supporting different parts of the
4 national industry with Jockeys and Jeans. We'll be
5 a sponsor of the United States Harness Riders. We
6 have four harness tracks also. That's the Dan
7 Patch Award so we'll be taking a similar position
8 on the harness side. We're in the local
9 communities in the different states. We're also
10 raising our brand at a national level too.

11 So with that, I'm going to hand this over to
12 Rick Moore. And he will start with the Hoosier
13 side of 2022 plan.

14 RICK MOORE: Thank you, Joe. Mr. Chairman,
15 Members of the Commission, Deena, Noah, Tom. Rick
16 Moore, vice-president general manager of racing for
17 Harrah's Hoosier Park.

18 While I'm here to continue the good news that
19 you've heard all morning, and it's going to
20 continue throughout my next few minutes, as Joe
21 Putnam mentioned, we concluded our 2021 meet, 160
22 days last Saturday evening. I'm pleased to report
23 that like comparison to the last 160 meet we had in
24 2019, our live on-track handle was 8.5 percent up
25 over 2019. Our export handle was up 21.9 percent

1 over 2019. Our Dan Patch night handle, our
2 signature stakes night of the meet, handle was a
3 record 1.481 million. It was up 42.9 percent over
4 last year, 42.9 percent over last year. We moved
5 our Dan Patch post time from 10 p.m. to 11 p.m.,
6 and it proved successful. We got beyond the
7 California Thoroughbred signal and many other
8 signals throughout the country. We were featured
9 on TVG that night. All 15 races were on TVG, TVG2.
10 We had TVG talent on site that night.

11 And many will tell you the Dan Patch race
12 itself was the best and most exciting stakes race
13 in North America this year. At one point it looked
14 like either of two Indiana-sired horses might win
15 that race. They wound up finishing third and
16 fourth literally inches apart from the winner. It
17 was an unbelievable race.

18 Last year you allowed us to have instant
19 carryovers, as we call them. We had a 126
20 carryovers in our superfecta, Pick 4, Pick 5,
21 Hoosier high five pools this year that led to those
22 instant guarantees, which I'm pleased to report
23 produced 3.2 million in handle. Thank you so much
24 for allowing us to do that.

25 We hosted our second Empire of Hope fundraiser

1 this year and raised over \$21,000 for the aftercare
2 of Standardbred racehorses, which I think has
3 become, which is near and dear to my heart, but I
4 think everyone in the industry now is focused on
5 the aftercare of racehorses.

6 On the capital front, we spent over \$2 million
7 this year highlighted by the state of the art
8 surveillance system that we installed in the
9 rebuild of Barn 4. We have had nine -- we had nine
10 \$1 million handle nights, nine nights over
11 \$1 million in handle, a new record this year. We
12 had a record Pick 5 pool of \$125,000 on May 1st.

13 We continue to partner with TVG, TwinSpires,
14 and Daily Racing Forum for racing and marketing
15 promotions on our big nights and will continue to
16 do so in 2022. We've done some little things too
17 that maybe people take for granted. We had our
18 steakhouse open on Thursday through Sundays this
19 year. We had our clubhouse dining open every night
20 of our racing meet. We added a new dining outlet,
21 Slice Pizza, which has been really well received.

22 We continue to send our simulcast signal to
23 Australia, one of five harness tracks in North
24 America that gets their signal into Australia.
25 When we start at 6:30 in the evening, it's 8:30 in

1 the morning in Australia. It's led to about \$8
2 million in incremental handle.

3 We had giveaway items on Dan Patch and
4 Caesar's Trotting Classic nights; duffle bags on
5 Dan Patch and beach towels on Caesars Trotting
6 Classic night. We installed two light poles with
7 new LED lighting. Incredible results with the
8 state of the art LED lighting. We were so pleased
9 with the results that we're planning to do the
10 entire racetrack next year with LED lighting, if we
11 receive IHRC approval.

12 For 2022, we will again race our traditional
13 160-night schedule. However, we will be dropping
14 Sundays for Tuesdays. I know that makes a lot of
15 people happy. And we'll also not be racing on the
16 night before Thanksgiving or Thanksgiving night.

17 We will be racing on the spring, summer
18 holidays of Memorial Day, Fourth of July, and Labor
19 Day. And our schedule will also have us race
20 through December 10th, which will be the longest
21 stretch of the calendar we have ever conducted
22 Standardbred racing. Just think about that,
23 March 25th through December 10th. As Joe said,
24 that allows our Standardbred horsemen to really be
25 here on a year-round basis.

1 Our open stakes schedule as to open stakes for
2 any horse being Indiana sired or anywhere else
3 sired, calls for an estimated 3.35 million in
4 purses. We will again host the championship meet,
5 which starts with Dan Patch night. It will bring
6 the best horses, trainers, and drivers in North
7 America to Harrah's Hoosier Park on a regular
8 basis.

9 Our wagering menu will remain the same. And
10 we will, again, be asking the Commission for
11 permission to card 15 races on our big racing
12 nights. We are projecting 2022 handle to be flat
13 with 2021, which will actually be quite an
14 accomplishment when you consider we conducted a
15 major part of our racing calendar with no Mohawk
16 racing in Canada due to that track being closed for
17 COVID reasons for an extended period of the year.
18 That took away a big, big competitor. With Mohawk
19 back, we still believe we can keep our handle flat
20 with this year.

21 We are projecting ADW revenues to come in
22 4.7 million this year. We're taking that number
23 down a little bit next year. There's a lot more
24 competition here and everywhere with the number of
25 sports wagering apps that have been introduced into

1 the market. Naturally there has been some
2 crossover from racing to sports. We were the
3 beneficiary two years ago of racing getting all
4 I'll call the action when there were no sports
5 other than horse racing.

6 We continue to have the major ADW operators
7 doing business in Indiana and under contract. They
8 are TVG, TwinSpires, Xpressbet, NYRA Bets, Penn
9 Gaming, Premier Turf Club, and AmWest
10 Entertainment. You've heard about -- you've talked
11 about it yourself, Chairman, the tough labor
12 market. We have maintained our racing departments
13 at 2019 employment levels, which we are very proud
14 of.

15 We could not be more proud of our relationship
16 with the Indiana Standardbred Association. We have
17 met with them on a regular basis and with the
18 various ISA committees and with president Joe
19 Putnam literally on a weekly basis. We also want
20 to thank the ISA for their sponsorship of our
21 pre-race show, The Night Drive. And I'm pleased to
22 let you know that the current horsemen's agreement
23 between ISA and Harrah's Hoosier Park has been
24 extended through the end of 2022.

25 Harrah's Hoosier Park has maintained an

1 outstanding racing surface throughout the year for
2 both morning training and evening racing. We have
3 brought on the internationally known Coon brothers
4 to make recommendations where needed. And the Coon
5 brothers will again be on retainer for 2022. We
6 also have a full-time veterinarian, Dan Eichhorn,
7 on staff to assure that every horse that steps onto
8 the track is race worthy in his opinion.

9 And finally, I am pleased to report to you
10 that we began winter training today. We are ready
11 to go. Our five barns are winterized. Joe will
12 talk a little bit more about that in a few minutes.
13 We're excited. We have 264 stalls allotted for
14 winter training. And that training began this
15 morning.

16 So all good news. Pleased to share it with
17 you. Thank you so much for my time this morning.
18 And now I'm going to turn it over to Miss Emily
19 Gaskin to talk about our race marketing efforts.
20 Thank you so much.

21 CHAIRMAN BORST: Thank you. Welcome, Emily.

22 EMILY GASKIN: Good morning to the Executive
23 Staff, Commission members. Thank you for your
24 time. I am going to keep it brief, but I will be
25 open to any questions at the end for the sake of

1 time.

2 As you've heard today, it's a great story to
3 tell, which makes my job a lot of fun in the
4 marketing department, race marketing department for
5 Harrah's Hoosier Park.

6 The 2021 season was unlike any in Harrah's
7 Hoosier Park history. As you heard, we were on the
8 brink of a number of records. It was one of our
9 most historic seasons. We welcome the new year
10 with our goals set high. Coming off 2020, we felt
11 like we had lofty goals. We set out. And while
12 the pandemic still presented some roadblocks, our
13 race marketing efforts were not deterred as we
14 kicked off racing on March 26th.

15 I'll briefly touch on some of the highlights
16 of the 2021 season. Like I said, if anyone has any
17 questions or would like me to go further, I would
18 be happy to do so.

19 We made a \$20,000 investment to offer free
20 live racing program. We started that program in
21 2020, saw similar success, but we nearly doubled
22 our successes in 2021. We garnered 79,000 page
23 views, which doubled from the previous season so
24 that told us that folks really appreciate that free
25 program. We touched the cities both nationally and

1 internationally. And we also used that data to
2 project some of our marketing for 2021. We felt
3 like it was a very strong investment.

4 We realized our weekly wire email series under
5 Caesars Entertainment and sent out a comprehensive
6 communication on a weekly basis to more than 1700
7 racing dominant Caesars customers. This was huge
8 for us. We were able to talk about our big racing
9 events and speak directly to our racing customers.
10 We're really excited to bring that back.

11 We grew our social media efforts year over
12 year 22 percent in racing Twitter followers; a
13 57 percent Twitter engagement. And we reached a
14 record number of 15,000 impressions per day through
15 the month of August, which was our Dan Patch month.
16 Social media is something that is near and dear to
17 my heart. I was very excited to have an increase
18 because I feel like we set high goals for
19 ourselves.

20 We redefined our racing VIP program in Caesar
21 Rewards. We offer complimentary racing programs to
22 our VIP guests. And we also offered a VIP mega bet
23 to our VIPs across those big racing events.

24 Something that we did this year that I think
25 we saw a lot of success with, we introduced a VIP

1 general manager meet and greet. This allowed our
2 very important players, if you will, sit down with
3 Rick Moore and kind of talk with them, tell them
4 what they liked, what they didn't like and give
5 them an opportunity to feel like their voice was
6 heard. It was something that we saw. We didn't
7 have great attendance in the beginning, but we saw
8 attendance peek towards the end. We had nearly 30
9 of our best racing customers attend those events.
10 We were excited about that and excited about
11 bringing it back in 2022.

12 We introduced a new United Tote racing
13 promotion. This was called a progressive
14 horseplayer drawings. This was to promote the
15 Caesars card usage and Caesars Rewards. This
16 promotion did increase rated play. Our customers,
17 to be honest, were a little hesitant to up it at
18 first, but it did increase, and the participation
19 grew throughout the season.

20 We continued our local community engagement
21 with events like Family Fun Saturdays. So we
22 invited families out on Saturdays. We had things
23 like petting zoos and a lot of fun on Saturdays.
24 That was the first Saturday of every month.

25 We also brought back our Fright Night at the

1 Races, which was overwhelmingly popular. We
2 actually ran out of candy so we'll have to make a
3 note to provide more candy next year. And we also
4 worked with the National FFA convention while they
5 were in town in Indianapolis. And we hosted over
6 100 students. And they did backside tours and then
7 also came out for a night at the races. We had a
8 lot of fun with that group.

9 As Rick touched on, we brought back our annual
10 Empire of Hope night. We raised over \$21,000 to
11 benefit the Standardbred Transition Alliance,
12 which, again, was something we were proud of after
13 the 2020 season.

14 In 2021, Harrah's Hoosier Park, we took a
15 strategic approach at identifying our racing
16 dominant Caesars Rewards guests. Currently we have
17 662 that are dominant racing guests. We've
18 identified those guests. And 275 of those race
19 wagers on a monthly basis, they receive a Caesars
20 Rewards reinvestment, whether it be through a
21 wager, programs, etc.

22 In 2022, our goal will be to improve that
23 number, to increase that number to have more racing
24 dominant Caesars Rewards guests. And we're going
25 to employ some strategic tactics, kiosk promotions.

1 And it's all outlined in the race marketing plan.

2 In addition to growing our racing rate of
3 play, we will look to focus on creating a fun,
4 exciting atmosphere for all ages and capitalizing
5 on weekends and stakes race nights, as we have in
6 the past. Folks really look forward to coming out
7 to those big race nights because we make a big deal
8 out of it. And we want to continue to do so.

9 In 2022, we will promote our racing as a
10 viable entertainment option through tactics
11 including, as I said, race fan appreciation,
12 giveaways, open-to-the public drawings, engaging
13 stakes promotions, and our signature racing events.

14 We are also looking into 2022 to leverage our
15 racing product to attract those guests that are
16 dominant to slots, tables games, and Sportsbook
17 through signature event promotions, our free live
18 racing programs, our diamond guests, and easy to
19 understand mega bets, which is what we saw in 2021.
20 They're super simple. You come up. You get a
21 hundred dollars, and you get to place it on one
22 horse, and the folks seem to really like it. We
23 will continue to do that.

24 Additionally, our sports dominant guests will
25 also be included in racing specific invitation only

1 promotions. Some of those folks that have shown a
2 tendency to love the Sportsbook and things like
3 that, we'll continue to hone in on those folks.

4 Our 2022 spend is outlined in the budget, but
5 it will show a 10 percent increase over the 2019
6 budget. And our target markets we feel like we've
7 established those. Not to reinvent the wheel, our
8 target markets will still be on-track customers.

9 Right. So we'll still focus on the experience that
10 those folks have when they come out to the track to
11 enjoy a night of live racing. We'll continue to
12 promote the value of the Caesars Rewards card, why
13 it's important to have the Caesars Rewards card.

14 Create a fun and excitement and engagement around
15 our key racing events, as I said, and leverage our
16 relationship with the Indiana Standardbred
17 Association to promote harness racing in the state
18 of Indiana.

19 We'll continue to, as well as with our
20 on-track customers, we'll continue to put a focus
21 on our on-track VIP. We've really noticed that
22 those folks, you know, really enjoy when we put
23 some promotion behind them. We'll continue to
24 define those racing VIP customers. And as I said,
25 we had that number of 662, and it's a personal goal

1 of myself and my team to increase that number when
2 we're standing here next year.

3 We'll develop special VIP programming, just as
4 we did. We'll give them the opportunity to sit
5 down with Rick. During those events this year, you
6 know, they had some recommendations, some things
7 that they liked, some contests that they liked. So
8 we'll take those and put those into our planning
9 for 2022.

10 And finally, our target market is export.
11 Obviously, 98 percent of our handle comes from
12 export wagering so we're going to continue to
13 heavily invest those media dollars in outlets like
14 TVG, like TwinSpires, like DRF, Trackmaster and all
15 the other racing media outlets.

16 We have a target growth of five percent in
17 export handle. That's kind of the number that we
18 would like to see it grow. And our export
19 marketing efforts will be a top priority. We will
20 continue to place a focus on our export a priority.

21 As far as changes are concerned for 2022, I'll
22 briefly wrap this up. And, again, like I said, you
23 can go into further detail if you have further
24 questions. Many of the new initiatives, as I said,
25 that we launched in 2021, we will bring those back;

1 as I said, the free online racing program, we saw
2 our stats double. We saw that folks really enjoyed
3 that. We will continue our enhanced Caesars
4 Rewards benefits, celebrity expert appearances. We
5 will use our analytics, as I said, to move forward.

6 We're going to continue to work with our
7 United Tote partners to continue to develop
8 additional racing promotions that encourage the use
9 of Caesars Rewards by promoting our on-track
10 customers. And finally, we will work to leverage
11 Caesars Rewards across all Caesars properties to
12 promote even further the power of our loyalty and
13 engagement program that is Caesars Rewards.

14 With that, I thank you for your time today and
15 would be welcome to any questions. If not, I'll
16 hand it over to Joe Morris again.

17 CHAIRMAN BORST: Staff, questions?
18 Commissioners? I guess I have a question. On your
19 paid media, it's going down this year. Sponsored
20 media is going up so...

21 EMILY GASKIN: The paid media, it was a little
22 soft because of the pandemic levels as far as what
23 we were allowed to spend. So the pandemic
24 uncertainty led to kind of softness because we
25 weren't able to spend as much as we would like with

1 outlets like TVG and the sorts. We will continue
2 to push for high levels, but it's based on
3 basically, you know, how much we can spend.

4 CHAIRMAN BORST: But what's the sponsored
5 media? What's the difference between the paid and
6 sponsored? Who do you pick up to sponsor?

7 EMILY GASKIN: Sponsored media would be like
8 WISH TV. So we --

9 CHAIRMAN BORST: A relationship with them.

10 EMILY GASKIN: Yeah, a relationship with them.
11 So it's based on the availability, you know, if
12 they're able to take our races, if we're able to do
13 kind of an expanded programming. For example, the
14 Dan Patch, every year we do a program with WISH TV.
15 This year due to pandemic and certainties and able
16 to get, we weren't able to spend as much as we
17 would have liked just because of demand. They
18 didn't have enough room to get us all on there.

19 CHAIRMAN BORST: Is that kind of like in-kind
20 media?

21 EMILY GASKIN: Yeah.

22 CHAIRMAN BORST: Any other questions? Thank
23 you, Emily.

24 EMILY GASKIN: Thank you very much.

25 JOE MORRIS: Joe Morris, Caesars Entertainment

1 Racing. I think she said the word "fun" four times
2 in that presentation. And that makes me feel
3 pretty good because racing is supposed to be fun.
4 It should be fun for the participants. It should
5 be fun for the fans and fun for our employees, and
6 one thing we're trying to bring back. People in
7 society in general don't get to get out as much
8 anymore so when they come here we're trying to put
9 the little extra in to put some fun back into all
10 that.

11 I stand in here today filling in for Eric
12 Halstrom. Eric would be doing this part of the
13 presentation. He is already out to Arizona. He's
14 on a couple of panels at Tucson. Saturday morning
15 we had him on the back stretch of the Phoenix
16 Thoroughbred track and recruiting horses. So he's
17 out there trying to recruit some horses. His
18 daughter goes to school out there so he's visiting
19 her also. He certainly had a great year for us and
20 deserves that little break.

21 I want to start with the handle. You've heard
22 a lot of it here for Horseshoe Indianapolis, but
23 2020 was a record handle. We knew that. 2021 was
24 the first time we ever went over 200 million. We
25 did 223 million in handle. We had a record Derby

1 Oaks day of 6.2 million. Within that day, we had a
2 record single pool of 905,000. We had had a
3 straight fire six carryover going. We asked for
4 permission from the Commission to be able to do a
5 mandatory payout on that. And they bet 400,000 of
6 new money was in that pool. So that was a great
7 day. We had a heck of a good party there that went
8 with it on the apron and in the grandstand, I mean
9 in the clubhouse here, this room.

10 As you heard from Paul Martin, we had our
11 first and second million dollar days in Quarter
12 Horse racing. That 10 a.m. post is kind of magic.
13 It gets you out to California at 7 a.m. They're up
14 and going there. And on your East Coast
15 Thoroughbred tracks, like, on a Belmont day, I had
16 all kinds of people sending me pictures that were
17 at the Belmont of the Quarter Horse races that
18 happened to be on the televisions there on that
19 morning. We throw a good party with it. That's
20 new.

21 One of the topics Eric is covering when he's
22 in Tucson is Air Horse 1, the drone. That's his
23 pet, his pet project. But we use that to
24 enhance -- after the first weekend where we had a
25 minor accident, and we got it prepared. It went to

1 the drone shop and got the wings put back on. It
2 certainly enhanced the broadcast shows. And a
3 pleasant use of it was a tool for the stewards.
4 The stewards were able to use it looking at some of
5 their races. That was a great tool. I tell you,
6 the industry has noticed to where he was asked to
7 talk about it. And we've had all kinds of calls.
8 You'll see that tool getting used at a lot of other
9 racetracks across the country in the future.
10 That's something we're still intending on building
11 on.

12 On some of the news we did put a new owners
13 lounge in here. Tough to be an owner. We always
14 try to do a little extra for the owners to make
15 them comfortable. We took the old Derby room at
16 the track level on that side, free coffee, free
17 sodas, water, free program. It's a place where the
18 owners can go in and view the races.

19 We also put in a new playground for the
20 children after an old one was taken out. That was
21 well received down by the paddock. And then our
22 Thursday live promotions, and Tammy will get into
23 those, but those made for a fun party atmosphere on
24 Thursday evening.

25 Big days, when we laid out last year's plan,

1 big days are important. It's an extra incentive to
2 shine the place up, extra incentive to throw a
3 little bigger party. It shows excitement. It puts
4 energy in. We concentrated and I believe brought
5 our big days to a new level this year with our
6 decorations, our swag backs, and the likes of all
7 of that.

8 The one we manufactured was Indiana Champions
9 Day. We had never had a day like that. That's a
10 celebration of our state breds. And we did it on
11 the same day; seven Thoroughbred, six Quarter
12 Horse, big party. And that was a record handle.
13 Of course, it was the first time we did it, but it
14 was still a record handle. And it was over a
15 \$2 million day, and the weather wasn't all that
16 pleasant that day.

17 As you heard Brian and Paul say, we got our
18 purses raised to 300,000 a day, Thoroughbred
19 overnights, breed developments, stakes races,
20 Quarter Horses, 300,000. That's just kind of a
21 magical level. It puts us in the big leagues in
22 racing in America. And it's something we hope we
23 are able to continue to inch up, but that's the
24 highest level of history in this track. We're very
25 proud of that. It should help us be able to get

1 some more horses.

2 We've created, and we are doubling down on the
3 sponsorship theme here. We should have more
4 sponsors. I call it our stable of partners on that
5 side of it, but more people in the industry and in
6 the local economy should be partnering with us here
7 at this facility. The product deserves that, and
8 this facility deserves that. Racing Rachel is
9 leading that charge with that team along with
10 Alicia and myself. And we are out to market now to
11 bring in some partners for the sponsorship.

12 COMMISSIONER PILLOW: Joe, what do they get
13 for their sponsorship? What's the incentive?

14 JOE MORRIS: Yeah, great question. So what do
15 we have? We certainly have an ad in the program
16 with X number of thousands of people that are
17 reading that in a day. We have our simulcast show
18 on the TVs. And we go out to somewhere about 900
19 facilities on a given race day so they can put a 30
20 second add in that. We can do signage on our rail.
21 We can do signage on our inner rails on the track.
22 We can have signage on the maintenance building.
23 So they can get a level of signage.

24 And then we could do hospitality. So you
25 could bring a group or have a sales meeting or

1 bring a group of your employees or customers. And
2 we can put you in a private suite. We can put you
3 in a decorated tent on the apron, but that is a
4 level of hospitality that can go along with that
5 also. We can put them on TVG.

6 It depends what they're looking for, what part
7 of our reach are they looking to get to. And we
8 can add Hoosier in. It's easy if it's an Indiana
9 customer, you add Hoosier. If it's a Midwest
10 company, we add Sciota. If it's a national
11 company, we can work with Caesars sponsorship and
12 maybe tie some other properties there. There's a
13 lot to it.

14 There's a graphics package where you can
15 actually put stuff on your racetrack. As the
16 horses are coming down the stretch and everybody's
17 there, in the slow motion they're running across
18 markers or logos. We can sell the winner's circle.
19 We can sell signs on the tote board. Champaign
20 toast after a race, a good reason to have a
21 Champaign toast.

22 I used to sell sponsorships for Breeder's Cup
23 back in the day. And it will pay off well for us
24 here.

25 We're going to do more guaranteed pools this

1 year. We believe in our pools. We will stand
2 behind them. We will guarantee them. The few
3 times we did it this year, we always hit the
4 guarantee. The gamblers then see, wow, Horseshoe
5 Indianapolis is standing behind their pools. They
6 fire into them a little bit harder with that.

7 We seeded a pool first time in Indiana. On
8 our closing day, as a giveback to our gamblers, we
9 put 50,000 real dollars into a pool. They bet
10 350,000 new money into that. It's kind of like an
11 instinct carryover so you bet in, and there's
12 already 50,000 there, it negates the takeout.
13 You're in a net positive takeout situation. The
14 gamblers really like that. We may try to do some
15 more of that this year. Then we have our instinct
16 carryover where if the first Pick 4 doesn't get
17 hit, the carryover goes to the second Pick 4 right
18 in the same day. The gamblers get very excited
19 about that. We will be doing more guaranteed pools
20 as we go.

21 Somebody was mentioning tote machines earlier.
22 United Tote is our provider for all places. We've
23 just upgraded most all of our tote machines here.
24 They have a new G series it's called. And we've
25 gone to the G series at the OTBs as well as our

1 racetracks, better for our clerks, and it's a
2 better self-serve for the customers to use. We're
3 using the newest technology that our provider has.

4 Then on our OTBs we've also done a significant
5 amount of HVAC, heat, climate control, and
6 television presentations at all three of those to
7 try to keep those coming along as we improve our
8 facilities here.

9 The biggest challenge I see for the next year
10 here is our field size. We were 7.8 last year.
11 Last year is kind of a stump year. The horses were
12 fresher because they didn't race as early, but we
13 dropped to 7.06 this year. The goal number is
14 eight. So that's kind of a magical number.

15 So your handle is going to go down as that
16 goes down. The Quarters were 8.66. One of the
17 reasons Eric is out in Arizona starting to recruit.
18 I'll be recruiting. He'll be recruiting. Chris
19 Polzin, our secretary, will be.

20 One of the other changes we're going to make
21 in that area is we have -- at one point we decided
22 here as a group we would recruit larger
23 out-of-state stables. It's good to have the name,
24 but their starts per stall just aren't high enough
25 for our standards. There's two or three of those

1 we're not going to give the 30 stalls to this year.
2 They can sit at the training center or Keeneland,
3 or wherever and ship in. We're going to give five
4 or six of our biggest Indiana trainers five more
5 stalls. That's another, 30, 40 stalls we can pick
6 up there. And our guys can certainly use those
7 stalls. We'll have a hundred more in the new barn.

8 So with a hundred more and getting another 40,
9 50 to our guys, we think that will help that
10 number. We need to get at least a half a horse
11 back. We've got to get that this year as a goal
12 for staff to 7.5. knowing 8 is the magical number.
13 We'll be working on that.

14 We're going to continue building our big days.
15 That is one of our goals. Remember we had the AQHA
16 Bank of America Quarter Horse Challenge. That's a
17 world championship. That's just bringing another
18 world championship to Indiana. We will work on
19 that. We have 120 Thoroughbred days scheduled. We
20 have seven Quarter Horse days scheduled.

21 We expect to beat the this-year record.
22 There's no sitting on your laurels at Horseshoe
23 Indianapolis. Our goal is to again set a all-time
24 handle record.

25 So if there's no questions, I'll pass it on to

1 Tammy Knox to go over this year's marketing
2 results.

3 CHAIRMAN BORST: Questions, Commission
4 members?

5 COMMISSIONER ESTES: No.

6 CHAIRMAN BORST: Seeing none. Welcome, Tammy.

7 TAMMY KNOX: Thank you. Good morning. My
8 name is Tammy Knox. I'm the race marketing manager
9 here at Indiana Grand. And I'm going to continue
10 with the momentum. We had a great season in 2021.
11 We offered 14 major events and offered 19
12 handicapping contests. This went through
13 nationally and internationally. We had at one
14 point 245 entries for our Indiana Derby Warriors
15 contest. That was available to players both on
16 track and online, which was awesome to be able to
17 to reach that many people nationally. We're
18 starting to get our name on a national level on all
19 types of fronts. So that was really a big plus for
20 us this year.

21 For our advertising, before I get into our
22 events, we expanded our advertising this year. And
23 it was more tailored to racing with WTHR for the
24 first time. And WRTV6 Run for the Money with
25 producer Kyle, we did two sets of series, both the

1 spring and the fall. We had great results with
2 that. We also extended our partnership with 1070
3 The Fan and Dan Dakich's show. That was every
4 Monday through Thursday. We get a lot of great
5 feedback from that promotion as well.

6 Our social media continues to grow. Racing
7 Rachel by herself has more than 10,000 followers
8 and a lot of interaction on a daily basis with the
9 handicappers and the racing fans. Our blog alone
10 gets roughly about 3300 views a month, and that's
11 just for the racing stories that we send out.
12 Those are all really good numbers.

13 With our handicapping contest, we gave out
14 over \$30,000 this year in prize money. And going
15 to kind of start at the end and then jump back to
16 the beginning. We just completed the National
17 Horseplayers Championship qualifier here at Indiana
18 Grand this past Saturday. We had 135 entries. We
19 had people come in from 19 different states. We're
20 going to send four to the National Horseplayers
21 Championship held at Bally's at the end of January
22 so we're going to have great representation at that
23 event in late January.

24 Now jumping to the beginning, we got off to a
25 slow start because we were still under some

1 regulations, and then there was also some
2 hesitation from the public to really get involved
3 in events. We started ramping up in June. We
4 started with Thursdays Untamed. And we were proud
5 to partner with Indiana HBPA on that event. We
6 brought in things such as axe throwing and T-Rex
7 racing, a wine and cheese fest. We had an escape
8 room. We had all sorts of interactive events on
9 those Thursday evenings to cater to the after-work
10 crowd.

11 Then we got into some major events in July.
12 We are started with a fishing derby at the
13 beginning of the month. We had 104 entries for
14 that, which was the first time we had done it. We
15 were very pleased with that outcome. Moved into
16 our Indiana Derby and, of course, in addition to
17 such great handle numbers, we had a full house. It
18 was great to see a big party going on here for
19 Indiana Derby.

20 We had exotic animal racing for the first time
21 he end of July. We have had a full house for that
22 as well. But it was really interesting. We had a
23 meet and greet the night before. We had over 200
24 people show up just to come and meet the animals
25 and talk to the guy from Kansas that actually runs

1 that organization. It was a good turnout.

2 Moved into August, we had wiener dog racing.
3 We had over 30 entrants for that. We had four
4 preliminary rounds and then come back for a final.
5 We moved into September, and in anticipation of
6 hosting the Bank of America Challenge in 2022, we
7 offered a unique incentive. We are going to offer
8 \$15,000 to the highest placing juvenile for the
9 2022 event that will be here at Indiana Grand for
10 the graduate from the Heritage Place Quarter Horse
11 sales in both September and November. So it's kind
12 of a unique thing. We're trying to get more
13 participation here in Indiana for our event next
14 year. We hope to blow that event out of the water.
15 We'd really like to take it to the next level.
16 We're already working hard to do that.

17 Our final big month of racing was in October.
18 We started out off with a Pink Out event. We were
19 able to raise just on track around \$2,000 for the
20 Indiana women in need. And we completed the month
21 with our Indiana Champions Day. We had all sorts
22 of activities going on out here. It was just
23 really nice to see a full crowd out here on a
24 Saturday with a lot of great results.

25 And our final day of racing was

1 November 11th. Gave us an opportunity to promote
2 Veteran's Day. We provided \$250 to 20 handicappers
3 from around the nation. They did Pick 5 tickets
4 into what Joe had mentioned, we added 50,000 seed
5 into the Pick 5. The proceeds from those went
6 directly to the Homeless Veterans and Families
7 Incorporated of Indiana in downtown Indianapolis.
8 And all together with a donation from the trainer
9 that won the Veteran's Day stakes that day, we
10 raised over \$8,000 for that particular
11 organization. So we were really proud of that as
12 well.

13 And I believe that pretty well sums up what we
14 did this year. And we're just looking forward to
15 2022. And with that, it's a great way to close out
16 Indiana Grand and get ready for Horseshoe
17 Indianapolis coming in 2022.

18 So with that, I would like to introduce Alicia
19 Mummert. She is our senior marketing manager.
20 She's going to come up and talk about 2022.

21 CHAIRMAN BORST: Thank you. Any questions for
22 Tammy? Thank you.

23 ALICIA MUMMERT: Good morning, almost
24 afternoon. I am Alicia Mummert, the senior
25 marketing manager here.

1 We are very excited for our 2022, our racing
2 season. We have 12 Saturdays, and that will
3 provide a great backdrop for on-track promotions
4 and events. Live racing on Kentucky Derby
5 Saturday, May 7th will be our first Saturday
6 racing program in 2022 and a good promotional day
7 for added incentives, racing contests, and
8 interactive promotions in front of a historically
9 big on-track crowd.

10 We will bring back and expand upon the
11 successful Saturday events from 2021 on our Quarter
12 Horse racing events Tammy mentioned, including
13 wiener dog races, the fishing derby, exotic animal
14 races, and Pink Out Day. And we want to create a
15 full entertainment experience for those days.

16 We are excited to host the 2022 Bank of
17 America Challenge Championships. That's a great
18 opportunity to promote Indiana Quarter Horse racing
19 on a national level. In addition to the Bank of
20 America Challenge Championship nights, we will host
21 a special Indiana Derby racing card, as well as a
22 special Indiana Champions Day program. We'll bring
23 that back with the success from this year. We'll
24 feature added giveaways, contests, and interactive
25 on-track promotional programs.

1 Plans are in the works for a Saturday National
2 Horseplayers Championship qualifier in 2022 during
3 our live racing Thoroughbred programs on the
4 success of this one from this past weekend. We
5 will continue to have online and on-track racing
6 contests that have grown in popularity, as Tammy
7 had mentioned. We'll provide advertising support
8 through TVG, TwinSpires, Sirius radio, podcasts,
9 and other venues for the racing product. This year
10 we will implement numerous mystery mutuel wager
11 giveaways accessing the casino player database and
12 create crossover traffic for live racing from that
13 side, bring them over here and get them to make
14 some wagers and get interested.

15 We will also continue to partner with the
16 Indiana Thoroughbred and Quarter Horse
17 organizations on promotions and special incentives
18 throughout the racing season. We have a lot of fun
19 things planned. And we're excited to grow next
20 year. Any questions?

21 CHAIRMAN BORST: Any questions for Alicia?

22 COMMISSIONER ESTES: No.

23 CHAIRMAN BORST: Thank you.

24 ALICIA MUMMERT: Next up is Nate from Harrah's
25 Hoosier Park who will talk about our community

1 giving.

2 NATE HOLOBOWSKI: Thank you, Alicia. Good
3 afternoon everybody.

4 So before I begin, I just want to let this
5 group know I'm pitch hitting for Christal Johnson.
6 She's our community relations manager at Harrah's
7 Hoosier Park, but she had to take a last-minute
8 personal day. I will do my best to fill her big
9 shoes. She does a fantastic job with all things in
10 the community.

11 I'm excited to be here today. I'm excited to
12 talk briefly about the community relations efforts
13 taking place at both of our properties. I'm happy
14 to report that at Harrah's Hoosier Park and Indiana
15 Grand, we've combined to contribute over \$955,000
16 in community-related donations and sponsorships in
17 2021. And this is a figure that does not include
18 any of the major marketing sponsorships with the
19 Colts or anybody else. It also does not include
20 any of the team member volunteer hours. We
21 actually have a hero program that is run through
22 Caesars Entertainment that does a great job of
23 giving access to our employees to help out in the
24 community as opposed to them trying to figure out
25 independently which organizations to support.

1 More specifically from a financial
2 perspective, Harrah's Hoosier Park spent \$431,000
3 in community relations effort in '21. More than
4 275,000 of that was actually spent in the city of
5 Anderson. I have not been in this position very
6 long, but when I talked to Trent McIntosh, my boss,
7 he made it very clear that we needed to do more in
8 the actual city of Anderson because that was one of
9 the directives that we were given prior to my
10 arrival. And I'm confident to say that we did a
11 good job of that in '21.

12 Indiana Grand was no different. They in total
13 spent 526,000 in community relations efforts. More
14 than 300,000 of that was spent directly here in
15 Shelbyville. The two properties also combined to
16 contribute over \$120,000 in '21 to equine-related
17 causes. There are a handful that were on the list.
18 The two that are highlighted here; the Morning Dove
19 Therapeutic Riding Center and the Indianapolis
20 Mounted Police Patrol. So we still maintain a very
21 strong commitment to funding some of those
22 initiatives as well.

23 Hoosier Park, still getting back to them, some
24 of the other community giving highlights that they
25 had included Animal Protection League fundraiser.

1 It's actually a pretty cool guest participation
2 fundraiser where they give us \$10 in cash. We give
3 them \$10 in free play. And then we take all the
4 money that they give us and roll it directly to the
5 APL. We're on pace to raise over \$20,000 through
6 that initiative. That will end December 24th.

7 We've also given \$25,000 in donations throughout
8 the year to Second Harvest Food Bank, which is one
9 of the biggest food banks in central Indiana.

10 Shifting back to Indiana Grand, some of their
11 highlights include a \$40,000 donation to the Shelby
12 County United Fund for Youth or better known as
13 SCUFFY. They actually work with about a dozen
14 organizations in the area. And they will funnel
15 funds to the organizations that need it most given
16 the most pressing needs at the time. And we've
17 also donated \$100,000 to the Shelby County
18 Fairgrounds for pavilion renovations.

19 So independent of the community relations
20 spent, another one I wanted to call out was a
21 \$400,000 to the Caesars Entertainment Equine
22 Specialty Hospital, which is right down the road.
23 It's to assist with the ongoing operations of the
24 facility in '21. I know Caesars Entertainment
25 several years ago made a commitment to doing that.

1 And this is just more proof that we're continuing
2 to fund these initiatives that have been discussed
3 for many, many years.

4 Not a whole lot else to highlight so I'll
5 leave you guys with this: We take an immense
6 amount of pride in our relationship with the
7 community. Christal does a fantastic job of being
8 a steward and ambassador. One of the first things
9 her and I talked about when I got here was this
10 can't be transactional. It has to be more than
11 that. It starts with her, and I know Trent's on
12 board. I'm on board. The rest of the Indiana
13 Grand folks are on board as well with making sure
14 that once we cut the check, that's where the job
15 begins. We need to have more of an influence in
16 our communities, be more active with what we're
17 doing and really roll up our sleeves and put in
18 what I like to call some sweat equity into how we
19 do our business from a community relations
20 standpoint.

21 I'm very happy with what we've done in '21.
22 Look forward to continuing these relationships and
23 continue to build on them in 2022. That's all I
24 have. Thank you for your time today. Any
25 questions for me?

1 CHAIRMAN BORST: Any questions for Nate?

2 COMMISSIONER ESTES: No.

3 CHAIRMAN BORST: Tell Christal you did a great
4 job.

5 NATE HOLOBOWSKI: Thank you very much.

6 CHAIRMAN BORST: Is that it?

7 JOE MORRIS: That's it.

8 CHAIRMAN BORST: I mean that's all? We have
9 70 pages here, and that's it? Eighty or whatever,
10 95, excuse me. That's a lot to digest, but there's
11 a lot of good stuff going on.

12 Have all of the contracts been signed with the
13 horsemen's associations?

14 JOE MORRIS: All signed.

15 CHAIRMAN BORST: I know Rick said it was for
16 ISA, but I just wanted to make sure.

17 JOE MORRIS: Joe Morris again. The contracts
18 are all signed. And they were put into the back of
19 the book here. The dates, you've already approved
20 the dates so that was already working. But as
21 you've seen in the collaboration, there's no
22 secrets between us and our horsemen. We're working
23 day by day together through all this stuff. All
24 contracts good through '22.

25 CHAIRMAN BORST: Any staff comments? Any

1 Commissioner comments, questions? That's a lot to
2 take in. If not, I guess we'll entertain a motion.

3 MR. JACKSON: I'm sorry, Mr. Chairman. Sorry
4 to interrupt. If I could make a suggestion, given
5 the completeness of the Caesars presentation, we
6 might be able to combine agenda items 6, 7, and 8.
7 Agenda items 7 and 8 are approvals of the Harrah's
8 and the Indiana Grand, or soon to be Horseshoe
9 Indianapolis, permit renewals. So given that we've
10 already heard from them, I don't want to steal
11 anybody's thunder on satellite facilities, but if
12 there's anything else, I would suggest a motion to
13 approve the operational plan and then the renewals
14 for Indiana Grand and satellite facility in
15 Clarksville and then the approval of the Harrah's
16 Hoosier Park permit renewal and satellite
17 facilities as well. We can do that all in one if
18 you like to.

19 CHAIRMAN BORST: Does anybody have a motion to
20 say that?

21 COMMISSIONER ESTES: I would make that motion.

22 COMMISSIONER PILLOW: I will second it.

23 CHAIRMAN BORST: I won't make you repeat it.
24 I think we all understand. Been moved and
25 seconded. I think Commissioner McCarty seconded.

1 Any further questions on those? Roll call vote.

2 MR. JACKSON: Thank you. Chairman Borst.

3 CHAIRMAN BORST: Aye.

4 MR. JACKSON: Commissioner McCarty.

5 COMMISSIONER MCCARTY: Aye.

6 MR. JACKSON: Commissioner Pillow.

7 COMMISSIONER PILLOW: Aye.

8 MR. JACKSON: And Commissioner Estes.

9 COMMISSIONER ESTES: Aye.

10 MR. JACKSON: Thank you. And that takes care
11 of 6, 7, and 8.

12 CHAIRMAN BORST: It's 12:23. We've been
13 sitting here for over two hours. Why don't we take
14 about a ten-minute recess, and then we'll come
15 back.

16 (A brief recess was taken.)

17 (At this time Commissioner Pillow left the
18 meeting.)

19 CHAIRMAN BORST: Next is No. 9, review and
20 consideration of the following Indiana Horse Racing
21 Commission emergency rules. Noah, do you want to
22 handle that?

23 MR. JACKSON: Thank you, Mr. Chairman. The
24 rules were sent to stakeholders. And we can
25 actually present these all as one and allow for

1 some comments at the end.

2 The rules were sent to stakeholders. We did
3 receive some limited feedback, which I think you'll
4 probably hear here. What we would like to do is
5 although they're broken down by breed in the
6 agenda, we'll just take a single vote on those at
7 the end.

8 Most of the rules are either housekeeping from
9 legal, or they are changes suggested by our Hoosier
10 Park judges. You will see some rules from the
11 Indiana Grand stewards, but the thought was to wait
12 until next spring when we hopefully have a better
13 idea of what the HISA requirements are going to
14 look like before we make any major changes to
15 Thoroughbred and Quarter Horse rules.

16 Other than that, I would just say that you
17 have seen the feedback that we received. And we
18 can hear that, and we can take a vote at your
19 pleasure. Thank you.

20 CHAIRMAN BORST: Any Commissioners have
21 questions on the proposed emergency rules?

22 COMMISSIONER ESTES: No questions.

23 CHAIRMAN BORST: Are there any members of the
24 public that have any questions or comments? Seeing
25 none, I guess we'll...

1 MR. JACKSON: If you'd like to address the
2 Commission.

3 JESSICA BARNES: Hi, I just wanted to take a
4 moment with the two Thoroughbred breed development
5 rules. I know that we received some feedback on
6 those rules. And one of the things I wanted to
7 point out is we have a committee, a Thoroughbred
8 Breed Development Advisory Committee. It has three
9 members. That committee is charged with making
10 recommendations to the IHRC. The two Thoroughbred
11 breed development rules that are here are a result
12 of a proposal that we received in July. It was
13 actually July 22nd.

14 The committee received this proposal from
15 industry members. They discussed it. They asked
16 for input from the industry. We even worked with
17 ITOBA to postpone one of our meetings so that ITOBA
18 could pull a horsemen's meeting together and put on
19 a proposal. We held multiple meetings on these two
20 rules. We received positive and negative feedback
21 on moving forward with these rules.

22 But, ultimately, this committee determined
23 that the pros outweighed the cons that we heard.
24 They felt that these two rules, specifically the
25 mare residency rule, provided a greater economic

1 impact and a positive impact when compared with the
2 cons that we were provided.

3 I'd also like to say that the committee
4 members do not take their charge lightly. It's not
5 an easy job that they have considering all of these
6 things when they are looking at the proposal and
7 weighing the negatives and positives. I always
8 like to bring something to you where everybody is
9 in agreement, but unfortunately at this point in
10 time not everybody is. The committee vote was
11 unanimous though. I will have to say the three
12 members voted unanimously to move forward.

13 There was also some kind of integrity issues
14 or inspection issues raised by some of the
15 comments. I would just like to say that was one of
16 my first concerns when looking at these rule
17 changes is can we administer it from an IHRC staff
18 standpoint and can we maintain our current level of
19 integrity. And I feel that we can in doing this.

20 In fact, to go along with the mare residency
21 rule, there's guidelines that have been passed by
22 the committee that are internal guidelines for
23 myself to follow when looking at granting that
24 permission to leave.

25 So I just wanted to point out those things

1 that this is something that the committee didn't
2 take lightly. There were multiple meetings held,
3 multiple opportunities for horsemen to provide
4 input. Ultimately, the committee, after weighing
5 the input, decided it was positive to move forward
6 with that. And it was something they wanted to
7 move forward with because our foaling season starts
8 in February. And we'd like to have the same rules
9 for the entire season. I'll be happy to answer any
10 questions.

11 CHAIRMAN BORST: Thank you, Jessica.
12 Questions? Any further questions, Commission
13 members? I guess now we're ready to take a motion
14 and a second.

15 COMMISSIONER MCCARTY: I move approval.

16 COMMISSIONER ESTES: I second.

17 CHAIRMAN BORST: Been moved and seconded. I
18 guess we'll go to roll call vote.

19 MR. JACKSON: Thank you. Chairman Borst.

20 CHAIRMAN BORST: Aye.

21 MR. JACKSON: Commissioner McCarty.

22 COMMISSIONER MCCARTY: Aye.

23 MR. JACKSON: Commissioner Estes.

24 COMMISSIONER ESTES: Aye.

25 CHAIRMAN BORST: Thank you. Passes

1 unanimously.

2 Next, number 10 on our agenda is consideration
3 of the Advance Deposit Wagering request from the
4 Indiana Standardbred Association. Who's going to
5 handle that one?

6 MR. JACKSON: I can handle that unless
7 Mr. Young wants to make a presentation.

8 MR. YOUNG: Thank you. Roger Young, attorney,
9 Indiana Standardbred Association. I'll be very
10 brief. Thank you for placing this on the agenda.

11 This is an issue that's been discussed by the
12 ISA for a number of months. It's not a decision
13 reached lightly. In the beginning when the ADW
14 came into effect, ISA really didn't know the amount
15 of funds that would be available nor exactly how to
16 best accomplish the statutory mandate that comes
17 with those funds. That statutory mandate is that
18 funds shall be spent to promote and encourage
19 Indiana horsemen's, Indiana horse owners and horse
20 trainers participation at pari-mutuel racetracks.

21 Initially, as I stated, ISA requested the
22 Commission place these funds into the general purse
23 account, and the Commission acceded to that
24 request. After further study, and as I mentioned a
25 number of months of discussion, ISA believes that

1 the statutory mandate can be better achieved if
2 these funds are added to, if you will, funds made
3 available through breed development for Indiana
4 sired races.

5 So our proposal is that the ADW funds, the
6 Standardbred's portion of ADW funds, be allocated
7 to Indiana sired races in the same manner as breed
8 development funds are. What we anticipate is that
9 there essentially will be two separate buckets, but
10 it's all going into the same account and will be
11 distributed in the same way.

12 The first bucket would be the breed
13 development funds. What we suggest is once those
14 funds are exhausted, then at that point, the ADW
15 funds kick in to supplement those funds. I believe
16 this year, and someone can correct me if I'm wrong,
17 but I think breed development funds were exhausted
18 sometime in October, which leaves a fair amount of
19 time left in the meet where there is no special
20 purses set aside for Indiana sired.

21 Directing the ADW funds into that account will
22 obviously extend the period of time that the
23 Indiana sired program enjoys the benefit of these
24 ADW funds. So that's our request simply that the
25 Commission approve that in the future, ADW funds be

1 dedicated to Indiana sired races in the same manner
2 as breed development funds are now. Thank you,
3 sir.

4 CHAIRMAN BORST: Thank you. Any staff
5 comments? Any Caesars comments at all? Any
6 Commissioners questions?

7 COMMISSIONER ESTES: No.

8 CHAIRMAN BORST: I guess we're ready for a
9 motion and second.

10 COMMISSIONER ESTES: So moved.

11 COMMISSIONER MCCARTY: Second.

12 CHAIRMAN BORST: Been moved and seconded. Go
13 to roll call vote.

14 MR. JACKSON: Thank you. Chairman Borst.

15 CHAIRMAN BORST: Aye.

16 MR. JACKSON: Commissioner McCarty.

17 COMMISSIONER MCCARTY: Aye.

18 MR. JACKSON: Commissioner Estes.

19 COMMISSIONER ESTES: Aye.

20 CHAIRMAN BORST: Passes unanimously. Next is
21 consideration of Advance Deposit Wagering
22 allocation request from the Quarter Horse Racing
23 Association of Indiana, which I think we've heard
24 already how you want to use it. Any other
25 questions on that or any further testimony or

1 comments?

2 MR. JACKSON: I see Paul shaking his head. So
3 I think, Commissioners, the QHRAI Board of
4 Directors request that the Indiana Horse Racing
5 Commission authorize a distribution plan for ADW
6 money to be earmarked for the 2022 AQHA Challenge
7 Championship Day to be held at Indiana Grand.
8 QHRAI asks that those funds to be devoted to the
9 payment of the purses for the AQHA Challenge races.
10 At this time we would respectfully recommend
11 approval of that request. Thank you.

12 CHAIRMAN BORST: Thank you.

13 COMMISSIONER ESTES: Move approval.

14 COMMISSIONER MCCARTY: Second.

15 CHAIRMAN BORST: Been moved and seconded. Any
16 other questions? Seeing none, we'll go to the roll
17 call vote.

18 MR. JACKSON: Chairman Borst.

19 CHAIRMAN BORST: Aye.

20 MR. JACKSON: Commissioner McCarty.

21 COMMISSIONER MCCARTY: Aye.

22 MR. JACKSON: Commissioner Estes.

23 COMMISSIONER ESTES: Aye.

24 CHAIRMAN BORST: Passes unanimously. Next on
25 the agenda is the review and consideration of

1 license renewal applications for 2022 Secondary
2 Pari-Mutuel Organization for the following
3 companies: Churchill Downs, doing business as
4 TwinSpires; Television Games Network, doing
5 business as TVG Network; Premier Turf Club doing
6 business as BetPTC; Xpressbet; AmWest
7 Entertainment; and New York Racing Association
8 doing business as NYRA Bets.

9 MR. JACKSON: Thank you. Commissioners, at
10 last year's meeting on December 10th you
11 unanimously voted to approve the licenses of the
12 SPMOs listed for this agenda item. The license
13 term is one year. And Commission staff requested
14 approval for licensure to begin on January 1, 2021.

15 Staff has reviewed each of the renewal
16 applications and determined they were substantially
17 compliant with the IHRC regulations. Additionally,
18 staff has continued to contract with the
19 Thoroughbred Racing Protective Bureau to review
20 daily wagering data provided by each of the SPMOs.
21 TRPB has allowed staff to review its daily wagering
22 data on a granular level closer than ever before.

23 With that said -- excuse me. Staff has also
24 been in close contact with the Oregon Racing
25 Commission, which has set itself up as a foremost

1 authority on ADW operations and includes conducting
2 yearly audits and maintaining strict licensure
3 requirements for SPMOs.

4 Each of the applicants for this year's
5 renewals were considered to be in good standing by
6 the Oregon commission. With that said, or excuse
7 me, additionally TRPB did not identify any
8 significant issues in wagering data from any of the
9 applicants that would suggest unfitness for
10 licensure.

11 At this time Commission staff respectfully
12 requests the approval of the renewals for Churchill
13 Downs, TwinSpires, TVG, AmWest Entertainment,
14 Xpressbet, Premier Turf Club, and the New York
15 Racing Association NYRA Bets.

16 The renewal term is for January 1, 2022
17 through December 30, 2022. Commission staff also
18 suggests that the approval of the renewal
19 applications be conditioned on the SPMO's continued
20 willingness to cooperate and provide information to
21 the Commission as requested.

22 CHAIRMAN BORST: Thank you, Noah. Any
23 questions, Commissioners?

24 COMMISSIONER ESTES: No. I move approval.

25 COMMISSIONER MCCARTY: And second.

1 CHAIRMAN BORST: Been moved and seconded.

2 We'll go to roll call vote.

3 MR. JACKSON: Chairman Borst.

4 CHAIRMAN BORST: Aye.

5 MR. JACKSON: Commissioner McCarty.

6 COMMISSIONER MCCARTY: Aye.

7 MR. JACKSON: Commissioner Estes.

8 COMMISSIONER ESTES: Aye.

9 MR. JACKSON: Thank you.

10 CHAIRMAN BORST: Passes unanimously. Next on
11 the agenda is review and consideration of Notice of
12 the Eighth Subsequent Term pertaining to the
13 Initial Distribution Agreement, which I think
14 everybody is in agreement of. All parties are okay
15 with it? Do you want to further elaborate?

16 MR. JACKSON: Thank you. The Senate Enrolled
17 Act 609 committee composed of horsemen and
18 racetrack personnel came together to negotiate what
19 percentage of slot revenue will be allocated to the
20 horse racing industry. The initial agreement was
21 in 2013.

22 It has a provision that if no party objects,
23 it automatically renews for the subsequent year.
24 Since no notice of nonrenewal has been timely given
25 or received by any of the parties by September 1,

1 2021, the automatic renewal occurs on January 1,
2 2022.

3 The agreement will be in effect for one more
4 year. And the horse racing industry will receive
5 12 percent of the racino's adjusted gross receipts.
6 Additionally, as you're aware, Caesars has already
7 agreed to continue to dedicate 12 percent of the
8 AGR to horse racing through 2033 with subsequent
9 continued renewal of the covenant through 2044
10 subject to Commission approval.

11 At this time, the Commission staff
12 respectfully requests the approval of the Eighth
13 Subsequent Renewal of the Initial Distribution
14 Agreement.

15 CHAIRMAN BORST: Are there any questions,
16 Commission members? It's good we keep extending
17 the agreement. How about a motion for approval and
18 a second.

19 COMMISSIONER ESTES: I move approval.

20 COMMISSIONER MCCARTY: Second the motion.

21 CHAIRMAN BORST: Been moved and seconded. Go
22 to roll call vote.

23 MR. JACKSON: Thank you. Chairman Borst.

24 CHAIRMAN BORST: Aye.

25 MR. JACKSON: Commissioner McCarty.

1 COMMISSIONER MCCARTY: Aye.

2 MR. JACKSON: Commissioner Estes.

3 COMMISSIONER ESTES: Aye.

4 CHAIRMAN BORST: It also passes unanimously.

5 Next on the agenda is a non-voting, just a
6 review of any Commission rulings if anybody has any
7 questions, any Commissioners have questions on
8 that. If not, we will move to our next agenda
9 item, the Jessica Barnes show.

10 This is a status update regarding the 2022
11 breed development committee programs:
12 Consideration and approval of Standardbred Breed
13 Development 2022 program; status of the 2022
14 Standardbred Advisory Board; status of 2022
15 Thoroughbred Breed Development, and status of 2022
16 Quarter Horse Breed Development.

17 JESSICA BARNES: Thank you. I would like to
18 start with the Standardbred Breed Development
19 program. That is the one program that we have
20 actually completed at this time. The Standardbred
21 Breed Development program is far less dependent on
22 purse track money to determine their purse levels
23 so it's something that we can do a whole lot easier
24 than the Thoroughbred and Quarter Horse programs.

25 So your first item is that proposal for 2021

1 or 2022. 2021 program was great. Joe mentioned
2 earlier when he got up and talked about the sales,
3 this year, you know, our program is growing strong.
4 There's a demand for Indiana horses. Indiana
5 horses can compete anywhere. We had several horses
6 in Breeders Crown races. We had several horses
7 that race outside of Indiana and do well.

8 You look at our yearling sales. There were
9 400 yearlings sold at auction with an average price
10 of \$21,441. Five of those yearlings brought prices
11 over \$90,000 with three of those topping the sales
12 at \$120,000, \$160,000, and the sale topper at
13 255,000 for a yearling that may not make it to the
14 races. I think that shows a lot of demand for our
15 program.

16 We have put together a proposal with very few
17 changes for 2022. We think the success is going
18 well. And we don't want to mess with that. We
19 have a strong sires stakes program. We have a
20 strong overnight program at the racetracks. The
21 racetracks continue to work with us and the
22 horsemen to try to find opportunities for those
23 horses that are not sire stakes caliber and will
24 continue to gather input and work with the tracks
25 on that.

1 The only slight change we made to the program
2 was the county fairs came under budget a little
3 bit. Participation has kind of declined a little
4 bit, which we've always sold the county fair
5 program as the feeder system for our racetracks.
6 So I'm not necessarily disappointed that the number
7 of divisions at the fairs is going down because I
8 think that shows that the horses are hopefully
9 going to the pari-mutuel track and participating
10 more.

11 But when we looked at the fair program, we
12 thought it was time to give it a little bit of a
13 boost. So we're able with the dollars, not
14 changing the overall budgeted amount, we feel like
15 there's an ability to change the individual purses
16 at the fairs just slightly to going from \$3,000 to
17 3500. And that still keeps the fairs in line with
18 the pari-mutuel track. One of the things that we
19 never want to do with the fair program is get it
20 out of whack. We don't want to pull horses from
21 the pari-mutuel track to the county fairs. We want
22 to make sure and maintain that as the true feeder
23 system for our pari-mutuel program.

24 With that said, I think we have a great
25 program. I would be happy to answer any questions

1 that you have on it. And I guess my request would
2 be that you approve the Standardbred Breed
3 Development program, and then I will kind of take
4 the next three together.

5 CHAIRMAN BORST: Any questions for Jessica?
6 Should we go ahead and vote on this one and then
7 have her recap the next three?

8 MR. JACKSON: Yes. I think it would be best
9 to just do this one separately, and the next three
10 can be taken together.

11 CHAIRMAN BORST: So do we have a motion and a
12 second?

13 COMMISSIONER ESTES: Motion to approve.

14 COMMISSIONER MCCARTY: And a second.

15 CHAIRMAN BORST: This is just the Standardbred
16 Breed Development. I guess we'll go ahead and have
17 a roll call vote.

18 MR. JACKSON: Chairman Borst.

19 CHAIRMAN BORST: Aye.

20 MR. JACKSON: Commissioner McCarty.

21 COMMISSIONER MCCARTY: Aye.

22 MR. JACKSON: Commissioner Estes.

23 COMMISSIONER ESTES: Aye.

24 CHAIRMAN BORST: The next three.

25 JESSICA BARNES: The next three is the

1 Standardbred Advisory Board program, the
2 Thoroughbred Breed Development program, and the
3 Quarter Horse Breed Development program. The
4 advisory board's program is the program that
5 primarily deals with the county fairs. And most of
6 the fair programs are not set until early January.
7 So we don't have a solid grasp of where we're going
8 to be with those fair dates and the budget until
9 that program is set.

10 The Quarter Horse and Thoroughbred Breed
11 Development programs we're still working with the
12 racetracks to finalize those purse amounts for next
13 year. Since the Commission will probably not meet
14 before we need to have those programs finalized,
15 I'm asking the Commission to delegate to the
16 Executive Director the ability to approve those
17 three programs once they're completed. And then,
18 of course, we would bring those back to the
19 Commission to be codified.

20 CHAIRMAN BORST: Which we've done this before.
21 Any questions, Commission members? Staff members?

22 So the motion would be -- I can't make a
23 motion. But I guess the motion would be to
24 delegate the authority to Deena, and then as usual
25 when we meet next time, we'll go ahead and vote on

1 that too to reconfirm it. Do we have a motion?

2 COMMISSIONER ESTES: I move to put this off.

3 CHAIRMAN BORST: Delegate?

4 COMMISSIONER ESTES: Yes.

5 COMMISSIONER MCCARTY: I second the motion to
6 delegate this authority to Deena.

7 CHAIRMAN BORST: Thank you. Ready for roll
8 call vote.

9 MR. JACKSON: Thank you. Chairman Borst.

10 CHAIRMAN BORST: Aye.

11 MR. JACKSON: Commissioner McCarty.

12 COMMISSIONER MCCARTY: Aye.

13 MR. JACKSON: Commissioner Estes.

14 COMMISSIONER ESTES: Aye.

15 CHAIRMAN BORST: Passes unanimously. Next is
16 review of track and equipment replacement schedule
17 plan for 2022. As I remember reading them all, it
18 seems like it's going to be a Gator year. I think
19 everything is almost Gators, Gator this, Gator
20 that. They're going to do everything.

21 JOE MORRIS: Joe Morris from Caesars
22 Entertainment Racing. Yes, it is a Gator year. At
23 Hoosier, we like to submit it as it's on the
24 schedule. At Horseshoe Indianapolis, if you
25 remember in July, I stood before you looking to get

1 a couple of winter harrows also. We set that
2 aside. I would like to take a couple of the Gators
3 out of the Horseshoe Indianapolis total and get
4 those rolling harrows as a part of that. So the
5 harrows are 46,000 so I would deduct the amount out
6 of the John Deer Gators. It will be three or four
7 of them, depending on what type it is. But take
8 the 16 down probably three, maybe four and put in
9 two winter track harrows at a cost of 23,000 each.
10 That's due to the additional harrow work that we
11 need to do because of the winter training. And
12 where they roll, we all thought it should come from
13 the rolling equipment list, not the RCFC.

14 CHAIRMAN BORST: Staff comments? You look
15 like you're getting ready to make a comment.

16 EXECUTIVE DIRECTOR PITMAN: Joe, when you make
17 that decision or have a final decision on that, can
18 you...

19 JOE MORRIS: We'll send you a letter with the
20 exact dollar detail.

21 CHAIRMAN BORST: So today we will pass it as
22 it stands.

23 JOE MORRIS: That's fine. And we can
24 substitute it out later.

25 EXECUTIVE DIRECTOR PITMAN: Do you want to

1 delegate approval of the substitutions?

2 CHAIRMAN BORST: I don't know. We're giving
3 you a lot of power. I guess that would probably be
4 appropriate.

5 MR. JACKSON: We can have a motion to delegate
6 that. And, Joe, you're probably going to present
7 17 as well, the capital fund expenditures?

8 JOE MORRIS: Yes.

9 MR. JACKSON: I'm sorry, we should probably
10 delegate first.

11 CHAIRMAN BORST: So the motion would to be
12 delegate, well, to pass this or approve this and
13 then delegate any changes then to Deena.

14 MR. JACKSON: Yes, sir.

15 CHAIRMAN BORST: Does that sound right?

16 COMMISSIONER ESTES: Yes, I make that motion
17 instead of repeating.

18 COMMISSIONER MCCARTY: Second.

19 CHAIRMAN BORST: Been moved and seconded. I
20 guess we'll have our roll call vote.

21 MR. JACKSON: Thank you. Chairman Borst.

22 CHAIRMAN BORST: Aye.

23 MR. JACKSON: Commissioner McCarty.

24 COMMISSIONER MCCARTY: Aye.

25 MR. JACKSON: And Commissioner Estes.

1 COMMISSIONER ESTES: Aye.

2 CHAIRMAN BORST: Now we'll talk about the
3 Racing Capital Fund.

4 JOE MORRIS: RCFC, at the end of the projects
5 that we have going now at Horseshoe Indianapolis,
6 we'll have roughly 3 million left. Remember we
7 took, we put 11 million at each track. We held
8 three. So of the 11, we will have spent about
9 8 million of that.

10 That's the Eurociser. The Eurociser is
11 averaging 65 horses a day going around that thing.
12 And on the busiest days it's been just real close
13 to 100 on a bad weather day. That has been very
14 well received.

15 The barn, you know, was targeted for the end
16 of the year. The barn will be built by
17 March 9th. I'm anticipating March 1st, but
18 that's plenty of time for the new season, which is
19 the third week of April. The dorm should be done
20 the end of this month. They're very close right
21 now. The barn's walls and roof is up. So that
22 goes along. There will be 3 million left in that
23 fund at the end of those projects.

24 And at Hoosier, we'll have about 8 million
25 left. We've done the surveillance and their

1 projects. So there's more there. As you go back
2 to Horseshoe Indianapolis, we're going to change
3 the Barns 1 through 4, I believe they are, the
4 winter barns, LED lighting in each of those.
5 They're a little dark so that will work. That's in
6 the shedrow and above the stalls so that will make
7 for much better lighting.

8 We have some asphalt. I've done some of that
9 to be perfectly transparent with you. It was
10 there. It was ready, and we had some drainage work
11 that needed to be done out there. So some of it we
12 weren't happy at all. I've worked really close
13 with Brian and Joe Davis on that. We've greatly
14 improved the drainage in three or four areas out
15 there. And where we had the asphalt, those are in.

16 We'll make improvements to the PA system. We
17 have the new area that needs to be done. And we've
18 got a little bit of an overhaul all over so when
19 the race secretary is looking for horses, everybody
20 can hear him. That's what we're planning here.

21 Now, for '23, this actually could be '22. I'm
22 trying to get the pricing. It's hard to get the
23 pricing in this Corona time. We want to look at
24 the turf course and the rails in particular. Right
25 now we have one rail. It gets moved as we need it.

1 We have five positions. We've got a 0, a 12,
2 24, 36, and 48. And it's turf management as you
3 move it. We move that rail about once a week. We
4 could move it every day with a different system.
5 And that system we would leave the current rail at
6 zero so you never have to move that one. Then we
7 come in and geolocate the holes where the new rail
8 would go. So they would be at 12, 24, 36, and 48.
9 Then they would be this way, the distance of what
10 the rail is.

11 So now, and then you insert a PVC pipe about
12 that far below the dirt level and the grass level,
13 and a piece, it's like a neoprene. It's a light
14 rubber so where it comes up just to the top of the
15 ground where you can see it. Now when it's time to
16 move that rail, you don't need a tape measure. And
17 you don't need to take the top beam off. You can
18 get four guys every other one, you can move 50 feet
19 to a time. So now you can move that whole rail in
20 less than an hour. When you're going to zero,
21 you're just putting it into a wagon and taking it
22 out.

23 It will greatly enhance our turf course
24 management and what our goal should always be, last
25 day, last race on the turf. We usually have to

1 stop a little bit before then.

2 The rails, typical they're like a dura log.
3 They're built in England. Now there's shipping. I
4 just don't know how that works, but we are in the
5 process of pricing that. Then we need to get the
6 wagon and have the geolocating people come in so we
7 always know we're at the right distance with it.

8 That's a project I think will greatly enhance
9 our turf racing program here. And Joe Davis and
10 Brian and the horsemen are behind that. I've used
11 it at a couple other tracks. It's really nice and
12 would improve our management situation here.

13 Then the other one, we've got the Eurociser.
14 We've also got what we call the four arm walkers so
15 there's just four of them that can go. They were
16 bought used when this place opened. And I think
17 this is our 19th year. So it's probably time to
18 replace them also. And we're in the process of
19 getting some pricing on that. So whether that goes
20 into '23 or '22, as we get it, we'll make the
21 request to staff to be able to do it. But in
22 talking with the RDFC committee, we thought those
23 would be two good projects to be added here.

24 We go over to Hoosier, that request is still
25 as it was with one change. We didn't buy the

1 garbage truck. We did an asphalt project. With
2 winter training coming, we needed to get some areas
3 done so we could plow it easier and have enough
4 parking. That's in process. We have a trash
5 compactor, winterized the five barns. We're put in
6 the unique situation there is the drainage water
7 from the bath stalls gets pumped into big
8 containers, an IDEM requirement. I've never seen
9 it done that way anywhere else. So we've gone and
10 bought blankets, electric blankets that will cover
11 those so it won't freeze. And then we have a
12 heater that goes down by the pump. Those are going
13 up today. They're all pre-cut and ready to be slid
14 over.

15 We have heat taped all of the water heaters.
16 And we'll be screwing the windows in so those stay
17 closed. And we've already changed the doors so
18 they fit snugger together with carpet and wood and
19 other things so the wind can't get through it. So
20 we're ready to go there.

21 Our barn rules are done. We've gone over
22 those with the winter stall committee that we have
23 in, the pari-mutuel committee as of this week.
24 We've got a round number 250 horses that will
25 probably participate, maybe a little less than

1 that. We have five barns, 300 stalls. And then
2 we'll have a barn also for ship-ins so any of the
3 farms around us. We anticipate that to happen more
4 close to spring as it gets closer to race time.

5 Same measurement for success, what's our entry
6 box look like come the end of March. I tell you
7 here, we thought winter training was a success. We
8 had the two or three trainers that wintered with
9 us, they came out firing and finished in the top
10 five. One of them won. One was second. Another
11 one was top five. But of those first couple days,
12 more than 50 percent of the entries were from out
13 there. And as the old saying go, horses for
14 courses, the ones that wintered here, they were on
15 their toes a little bit more than some of the ones
16 that shipped in. That worked out well for us.

17 We'll be ready with probably upwards of 300
18 horses. They'll go into the same four barns. Then
19 next year, the new barn will be done. That's got
20 105 more so we'll have over 400 stalls for winter
21 training here. That's all that I have. That took
22 care of the last three, I think.

23 CHAIRMAN BORST: I think you did. You talked
24 about the winter training already. So I guess the
25 question is on the approval of the Capital Fund

1 committee's recommendation?

2 JOE MORRIS: On the Hoosier one, the only
3 difference was, not a very good thought of mine,
4 but I was going to do half of the track. We did
5 two poles this year for track lighting. We were
6 going to do half for next year and half in '23.
7 That isn't really a very good idea. It was mine,
8 but it wasn't a very good idea.

9 They're so much lighter. We need to do the
10 whole track. So that would be a million one and
11 change. And I think we need to do it all in one
12 project for safety reasons and just esthetics
13 reasons. Bad thought.

14 CHAIRMAN BORST: Could be strange going around
15 the track.

16 JOE MORRIS: Wasn't one of my better thoughts.

17 CHAIRMAN BORST: Sometimes you have to tweak a
18 little bit. Any questions from staff, comments?

19 MR. JACKSON: Just the final order. There's a
20 list of projects here, some of which are under and
21 some of which are over 50,000. The final order
22 requires approval of any project from the committee
23 that's over 50,000. That would be what we would be
24 voting on here.

25 CHAIRMAN BORST: That's what the motion should

1 be?

2 MR. JACKSON: Correct.

3 COMMISSIONER ESTES: So motion, yes.

4 CHAIRMAN BORST: Been moved.

5 COMMISSIONER MCCARTY: Second.

6 CHAIRMAN BORST: Been moved and seconded.

7 Roll call vote.

8 MR. JACKSON: Chairman Borst.

9 CHAIRMAN BORST: Aye.

10 MR. JACKSON: Commissioner McCarty.

11 COMMISSIONER MCCARTY: Aye.

12 MR. JACKSON: Commissioner Estes.

13 COMMISSIONER ESTES: Aye.

14 CHAIRMAN BORST: Unanimously passes. So we
15 don't need anymore on the racetrack?

16 MR. JACKSON: If there's anything else to say
17 on winter training, we can do that, but the final
18 order does require approval of the winter training
19 plan, which we've heard about. I don't want to
20 take away from anybody, but if there's anything
21 else.

22 CHAIRMAN BORST: We need a motion.

23 MR. JACKSON: Correct, just approval of the
24 Hoosier Park and Indiana Grand winter training.

25 COMMISSIONER ESTES: Yes, I move to approve

1 the winter training program.

2 COMMISSIONER MCCARTY: Second.

3 CHAIRMAN BORST: Been moved and seconded. Roll
4 call vote.

5 MR. JACKSON: Chairman Borst.

6 CHAIRMAN BORST: Aye.

7 MR. JACKSON: Commissioner McCarty.

8 COMMISSIONER MCCARTY: Aye.

9 MR. JACKSON: Commissioner Estes.

10 COMMISSIONER ESTES: Aye.

11 CHAIRMAN BORST: Passes unanimously. Do we
12 have any old business? No response. Do we have
13 any new business? No response. Quiet crowd.

14 All right. I guess I wish everybody a Merry
15 Christmas, a happy holiday. We certainly have a
16 lot to be thankful for. Horse racing in Indiana is
17 strong. And we thank Caesars for living up to your
18 promises and doing the things you said you would do
19 and working especially with the horsemen. That's
20 where it counts the most. We appreciate everybody
21 going the same direction. We just have to keep
22 that up.

23 How about a motion for adjournment?

24

25

1 COMMISSIONER ESTES: So moved.

2 COMMISSIONER MCCARTY: And second.

3 CHAIRMAN BORST: We are adjourned.

4 (The IHRC meeting adjourned at 1:15 p.m.)

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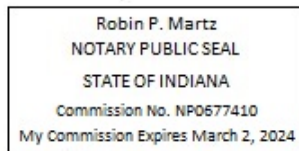
1 STATE OF INDIANA
2 COUNTY OF JOHNSON
3

4 I, Robin P. Martz, a Notary Public in and for
5 said county and state, do hereby certify that the
6 foregoing matter was taken down in stenograph notes
7 and afterwards reduced to typewriting under my
8 direction; and that the typewritten transcript is a
9 true record of the Indiana Horse Racing Commission
10 meeting;

11 I do further certify that I am a disinterested
12 person in this; that I am not a relative of the
13 attorneys for any of the parties.

14 IN WITNESS WHEREOF, I have hereunto set my
15 hand and affixed my notarial seal this 21st day of
16 December 2021.

Robin P. Martz



17
18
19
20 My Commission expires:
21 March 3, 2024

22 Job No. 167295
23
24
25

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