

# **In the Matter Of:**

*INDIANA HORSE RACING COMMISSION MEETING*

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## **Transcript of Proceedings**

*December 10, 2020*

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3 INDIANA HORSE RACING COMMISSION MEETING

4 HELD ON

5 DECEMBER 10, 2020

6 10:36 A.M.

7  
8 AT THE

9 INDIANA GRAND RACING AND CASINO

10 4100 NORTH MICHIGAN ROAD

11 SHELBYVILLE, IN 46176

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14 TAKEN BY:

15 MICHELE K. GUSTAFSON, CRR-RPR,

16 NOTARY PUBLIC  
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APPEARANCES

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Philip Borst, Chairman  
Greg Schenkel, Vice-chairman (by Zoom)  
George Pillow (by Zoom)  
Bill McCarty (by Zoom)  
Bill Estes

Deena Pitman, Executive Director

Noah Jackson, Esq.

INDIANA HORSE RACING COMMISSION  
1302 North Meridian Street, Suite 175  
Indianapolis, IN 46202

## AGENDA

I. Call to Order

II. Approval of memorandum from the October 1, 2020 meeting

III. Agenda

1. Hearing on 2021 Renewal Application of Indiana Horsemen's Benevolent & Protective Association for Approval as a Registered Horsemen's Association pursuant to IAC 13-1-1 et seq. (pursuant to Notice of Hearing and Pre-Hearing Order issued on or about December 2, 2020).
2. Hearing on 2021 Renewal Application of Quarter Horse Racing Association of Indiana for Approval as a Registered Horsemen's Association pursuant to IAC 13-1-1 et seq. (pursuant to Notice of Hearing and Pre-Hearing Order issued on or about December 2, 2020).
3. Hearing on 2021 Renewal Application of Indiana Thoroughbred Owners and Breeders Association for Approval as a Registered Horsemen's Association pursuant to IAC 13-1-1 et seq. (pursuant to Notice of Hearing and Pre-Hearing Order issued on or about December 2, 2020).
4. Hearing on 2021 Renewal Application of Indiana Standardbred Association for Approval as a Registered Horsemen's Association pursuant to IAC 13-1-1 et seq. (pursuant to Notice of Hearing and Pre-Hearing Order issued on or about December 2, 2020).
5. Consideration of Caesars 2021 Operational Plan as required by the Commission's second Permit Transfer Final Order dated July 15, 2020.

- 1 6. Consideration and approval of Indiana Grand's  
2 (Centaur Acquisition, LLC) permit renewal  
3 application for 2021 in accordance with  
4 71 IAC 11-1-21; and
  - 5 a. Consideration and approval of Indiana  
6 Grand's request for live racing dates  
7 for 2021 pursuant to IC 4-31-5-9,  
8 IC 4-31-5-10 and 71 IAC 11-1-7.
  - 9 b. Consideration and approval of the  
10 renewal of Indiana Grand's satellite  
11 facility license in Clarksville for  
12 2021 in accordance with 71 IAC 12-1-23  
13 and 71 IAC 12-1-10
  
- 14 7. Consideration and approval of Harrah's  
15 Hoosier Park permit renewal application for  
16 2021 in accordance with 71 IAC 11-1-2; and
  - 17 a. Consideration of Harrah's Hoosier Park  
18 request for live racing dates for 2021  
19 pursuant to IC 4-31-5-9, IC 4-31-5-10  
20 and 71 IAC 11-1-7.
  - 21 b. Consideration and approval of the  
22 renewal of Harrah's Hoosier Park  
23 satellite facility licenses in  
24 New Haven and Indianapolis for 2021 in  
25 accordance with 71 IAC 12-1-23 and  
71 IAC 12-1-10.
  
8. Review and approval of the following IHRC  
Emergency Rules:
  - Standardbred
  - 71 IAC 8-1-4.2 Threshold levels
  
  - Thoroughbred & Quarter Horse
  - 71 IAC 6.5-1-1 General provisions (claiming)
  - 71 IAC 6.5-1-4 Prohibitions (claiming)
  - 71 IAC 7.5-4-1 Requirements
  - 71 IAC 8.5-1-2.1 Clenbuterol prohibited in  
quarter horses
  - 71 IAC 8.5-1-2.4 Clenbuterol prohibited in  
thoroughbred horses entered to race
  - 71 IAC 8.5-1-4.1 Nonsteroidal  
anti-inflammatory drugs (NSAIDs)
  - 71 IAC 8.5-1-4.2 Threshold levels
  - 71 IAC 8.5-1-4.5 Corticosteroids, stacking  
violations, and intra-articular injection  
restrictions
  - 71 IAC 8.5-1-7.1 Multiple medication  
violations

1 71 IAC 8.5-5-2 Prohibited practices  
2 71 IAC 6.5-8-1 Veterinarian's list  
3 71 IAC 8.5-8-1.3 Clenbuterol in  
4 thoroughbreds, conditions for use, reporting  
5 and veterinarian's list requirements

- 6 9. Racetrack winter training update:  
7 a. Caesars request for relief from final  
8 order re: off season/winter training  
9 at Harrah's Hoosier Park.  
10 b. Letter from Indiana Standardbred  
11 Association (ISA) supporting  
12 Caesars/Harrah's Hoosier Park request  
13 for relief from July 2020 Final Order.  
14 c. Winter training plan from Indiana  
15 Grand Racetrack.

- 16 10. Review and consideration of Racing Capital  
17 Fund Committee expenditures approved and  
18 submitted by Fund committee members:  
19 a. Indiana Grand Racetrack expenditures  
20 b. Harrah's Hoosier Park expenditures

- 21 11. Review and consideration of license renewal  
22 applications for 2021 Secondary Pari-Mutuel  
23 Organization (SPMO) for the following  
24 companies: Churchill Downs Technology  
25 Initiatives Co. (dba TwinSpires, Inc.),  
Television Games Network (dba TVG Network/  
owned by FanDuel Group), Premier Turf Club  
(dba BetPTC), Xpressbet (subsidiary of  
Stronach Group Company) and AmWest  
Entertainment.

12. Review and consideration of new 2021  
Secondary Pari-Mutuel Organization - New York Horse  
Racing Association (dba NYRA Bets).

13. Review and consideration of Notice of Seventh  
Subsequent Term pertaining to the Initial  
Distribution Agreement.

14. Review of commission rulings - September 24,  
2020 - December 2, 2020.

1           15.   Status update regarding 2021 Breed  
2                   Development Committee programs for  
3                   Standardbred Breed Development, 2021  
4                   Standardbred Advisory Board, 2021  
5                   Thoroughbred Breed Development and 2021  
6                   Quarter Horse Breed Development

7           IV.   Old Business

8           V.   New Business

9           VI.  Adjournment

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1           CHAIRMAN BORST: I'll call this meeting to  
2 order. First of all, I'm going to swear in our  
3 transcriber. If you'll raise your right hand.

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

6           CHAIRMAN BORST: Thank you.

7           Next, I guess there is a sign-up sheet  
8 somewhere back there.

9           MR. JACKSON: There's a sign-up sheet at the  
10 back table where Wendy's raising her hand there.  
11 And if you're going to be speaking today to any of  
12 the agenda items, we'd appreciate it if you would  
13 sign in and make a note as to what agenda item  
14 you're going to be speaking to.

15          CHAIRMAN BORST: I think just to get this out  
16 of the way, everybody who feels they're going to  
17 speak today or testify, if you'd stand up and raise  
18 your right hand, we'll swear everybody in at once  
19 and that way we'll have it all done. Otherwise,  
20 I'll forget.

21          (At this time the oath was administered to  
22 various members of the audience by Chairman Borst.)

23          CHAIRMAN BORST: Thank you. I always like  
24 that when everybody says their name different.  
25 It's just good confusion, I think (smiling).



1 Well, got to thank Indiana Grand again.  
2 You've gone up and above again, as always, and we  
3 sure appreciate you allowing us to come back here.  
4 It's a great facility obviously anyway, but I know  
5 it's a lot of extra work for you all and we sure  
6 appreciate it, Eric and Caesars. And then the IT  
7 people here have really worked hard to make this  
8 happen so that we can have our other commissioners  
9 on and people can watch this through Zoom. It's  
10 just amazing. I wish I knew enough about IT to  
11 know how to make stuff happen, but we thank you  
12 very much for doing it.

13 First on the agenda is the Approval of  
14 memorandum from October 1, 2020 meeting. We can  
15 just do that, can't we, by voice?

16 MR. JACKSON: We'll do a roll call since we do  
17 have people electronically.

18 CHAIRMAN BORST: Okay. All right. Let's do  
19 the roll call.

20 MR. JACKSON: Chairman Borst.

21 CHAIRMAN BORST: Aye.

22 MR. JACKSON: Vice-chairman Schenkel.

23 COMMISSIONER SCHENKEL: Aye.

24 MR. JACKSON: Commissioner Pillow.

25 CHAIRMAN BORST: Uh-oh. Is the mic muted?

1 George?

2 COMMISSIONER PILLOW: Can you hear me now?

3 MR. JACKSON: Yes.

4 CHAIRMAN BORST: How do you vote?

5 COMMISSIONER PILLOW: Okay. Aye.

6 MR. JACKSON: Commissioner McCarty.

7 COMMISSIONER McCARTY: Aye.

8 MR. JACKSON: And Commissioner Estes.

9 COMMISSIONER ESTES: Aye.

10 MR. JACKSON: Thank you.

11 CHAIRMAN BORST: Well, we've got a pretty long  
12 agenda, but this is the one that we got to do a  
13 good job now to make things work for next year so  
14 these are all very important items on the agenda.

15 No. 1 on the agenda is the Hearing on the 2021  
16 Renewal Application of Indiana Horsemen's  
17 Benevolent & Protective Association for Approval as  
18 a Registered Horsemen's Association. The way this  
19 is supposed to work is that you get a 10-minute  
20 opening statement, you get a 15-minute  
21 presentation, 10 minutes for the staff comments,  
22 10 minutes for other interested parties, and then  
23 5 minutes for rebuttal, but I hope we don't need  
24 all that because we've read your applications and  
25 I'm amazed again at all the stuff you do.

1           So let's start with that. Brian, are you here  
2 somewhere? When you come up to the microphone, if  
3 you want to take your mask off, you can. Caesars  
4 says it's okay and we're far enough, and Brian  
5 doesn't spit too much so we're okay.

6           MR. ELMORE: Going to leave this up here for  
7 anybody that would like to follow me (indicating).  
8 It's probably good idea to use that.

9           CHAIRMAN BORST: Good man. Well, welcome.

10          MR. ELMORE: Thank you. It's always a  
11 pleasure to come before you, Chairman Borst and  
12 Vice-chairman Schenkel, wherever you are.

13          CHAIRMAN BORST: We got him right where we  
14 want him.

15          MR. ELMORE: Commissioner McCarty looks  
16 comfortable, doesn't he? We like that. And  
17 hopefully George is on, Commissioner Pillow, and  
18 Commissioner Estes.

19          CHAIRMAN BORST: He's there.

20          MR. ELMORE: Staff, it's a pleasure to be  
21 here.

22          We thank you for allowing us to come before  
23 you today to make our presentation for funding for  
24 the Indiana HBPA for 2021. And before I start, I'd  
25 like to recognize two people that are very

1 instrumental in assisting me to put this all  
2 together, and that's our attorney,  
3 Jeffrey Stemerick -- Jeffrey, would you at least  
4 raise your hand, please -- is here with us today  
5 and Dennis Hash, our accountant from Hash &  
6 Associates, is with us today. And upon the  
7 completion of my presentation, they would be more  
8 than happy to assist and answer any questions that  
9 the Commission or staff may have. And if it would  
10 be permissible, Mr. Chairman, when we're done, one  
11 of them needs to go to another meeting, if he'd be  
12 able to leave.

13 The 2020 race season was a year like none  
14 other. The start was delayed. We faced many  
15 challenges. But due to everyone's efforts -- and I  
16 mean everybody, everybody up here, the Governor's  
17 office, and everybody back here (indicating) -- our  
18 efforts resulted in the strongest finish ever in  
19 the history of horse racing in Indiana. Handle  
20 started out good and grew to be historic.

21 I'd like to turn quickly -- and I know you all  
22 have read this and I'm not going to dwell on these  
23 items too much -- but I just want to share a little  
24 bit with you and a few numbers. That is the  
25 Indiana HBPA is committed to the future of horse

1 racing in Indiana. We're small people with one or  
2 two operations and we're big people with 30 or 40  
3 horses in training. We the horsemen are focused on  
4 a common goal, the betterment of Indiana horse  
5 racing on all levels. The goods and services we  
6 purchase here, the many Hoosiers we employ, and the  
7 taxes we pay and the State contribute to what has  
8 become a billion dollar economy in Indiana.

9 During 2020 the horse racing industry faced  
10 many challenges due to the COVID-19 pandemic.  
11 Upended the racing season, making many of the  
12 HBPA's normal activities to promote, develop, and  
13 improve horse racing impossible or inadvisable.  
14 The pandemic also created new and urgent needs  
15 among our constituents. The HBPA met these  
16 challenges head-on by shifting the focus of its  
17 efforts to keeping people safe and addressing the  
18 horse racing industry's other new and urgent needs.

19 HBPA bought masks, bandannas, sanitizer. We  
20 passed it out to everybody on the back side, the  
21 trainers, the grooms. We passed it out to vendors  
22 coming through the gates. We wanted to make sure  
23 we were doing everything we could to keep people  
24 safe, and it really was a joint effort between the  
25 Commission and Indiana Grand and their security

1 people, the quarter horse people, and the  
2 thoroughbred people. There's a lot of protocols we  
3 had and we published them in English and Spanish  
4 because we do have a large Hispanic population that  
5 live on our back side. They're in Tab U of the big  
6 document, but I'll hit on them just very briefly in  
7 a moment.

8 Indiana HBPA hopes to soon return to more the  
9 types of activities and initiatives to promote,  
10 develop, and improve the horse racing industry  
11 described in the application submitted by HBPA from  
12 2008 to 2020. Navigating the pandemic, however, is  
13 the most pressing challenge facing our industry.  
14 Until that change, the Indiana HBPA will continue  
15 to focus its efforts on the pandemic mitigation and  
16 support and we will continue to innovate and adapt  
17 to meet the needs of our horsemen during these  
18 challenging times.

19 One thing that we are very committed to at the  
20 Indiana HBPA is organizations that give our equine  
21 athletes second opportunities after racing. And  
22 since we sent this information in at the end of  
23 September, we have since added \$20,000 to that. So  
24 between three organizations, which are Friends of  
25 Ferdinand based here in Indiana, New Vocations, and

1 Tri-state Thoroughbred, all three of these  
2 organizations are dedicated to the retraining and  
3 placement of retiring thoroughbreds and to the  
4 promotion of their versatility beyond racing. In  
5 total, we have donated \$70,000 to these  
6 organizations this year.

7 We also made our commitment to the  
8 Permanently Disabled Jockey fund of \$10,000, and  
9 that's an organization that's very close to our  
10 hearts too. Because unlike other professional  
11 athletes that have all kinds of insurance when they  
12 get disabled or something performing their sport,  
13 they've got a big fallback. The jockeys do not.  
14 There's about 63 jockeys right now that are  
15 receiving a stipend of \$1,060 a month from this  
16 organization. So we feel it's important, and we're  
17 going to continue to do that.

18 This year we continue to do a benevolence on  
19 the back side. We had burial assistance, day care  
20 reimbursement, emergency assistance, reimbursement  
21 of jockey health insurance, medical clinics doctor  
22 fees, spiritual, educational, and recreational  
23 funds. And overall -- it's all detailed in  
24 there -- but overall the number of race days and  
25 opportunities were down maybe about 30 percent and

1 our spend was down about 34 percent. So I think we  
2 were very diligent in how we used our money.  
3 Probably most of that difference was it used to be  
4 three times a year we'd have 250 or 300 people from  
5 the back side come up here and throw a party for  
6 them -- hamburgers, hotdogs, pulled pork, fried  
7 chicken, things of that nature, had drawings for  
8 gifts -- that was a spend of about \$40,000 total  
9 when it was done. So those things we couldn't do  
10 this year. Hope to get back to doing that in the  
11 future.

12 In the big thick book under U -- and I will  
13 not belabor this -- but a couple things that we did  
14 do that I'm very proud of. Because we were delayed  
15 in starting of opening of the race meet and people  
16 getting in here, we were unable to do our garden  
17 plot back there where last year people went out, we  
18 furnished them vegetables to plant, things of that  
19 nature, tomatoes, jalapeno peppers, things of that  
20 nature. This year we didn't get to do that.

21 So we arranged with a group -- and it's the  
22 Schwier family out of New Palestine -- and  
23 ironically it tailored in with our ministry  
24 program, in that Mr. Schwier's children do this  
25 every summer and the funds they raise they use to



1 send the oldest child, whoever's next, to missions  
2 work. They've been to Australia. They've been  
3 many places around the country. And so three of  
4 his kids, Tucker, Lilly, and Ezra, I think, they  
5 pretty well ran it this summer.

6 And the way it worked is this: Any licensee  
7 could go up there and with your license you buy  
8 anything there at 50 percent off. You get it  
9 discounted at 50 percent. Then the HBPA would make  
10 up the difference to make everybody whole. Was  
11 very well received. We got some really good  
12 newspaper print in Greenfield. Not just about the  
13 Schwier family and what was going on but also  
14 rolled it into our chaplain, Otto Thorwarth, how  
15 his role in Secretariat playing Ron Turcotte, you  
16 know, ended up working on our back side and there's  
17 our multi-use horse trough where you can water  
18 livestock or Otto baptizes people in it.

19 So if you get a chance, please look through  
20 here, just see some of those things. And then  
21 there's just pages upon pages of all the different  
22 COVID protection things that we put out in  
23 conjunction with Grant and the Commission made sure  
24 everybody had a copy of it.

25 The change in the days and week in which we

1 raced along with tweaking post times and offering  
2 new wagers were well received by the betting  
3 public. ADW, advance deposit wagering, in Indiana  
4 exploded. Eric Halstrom called me one day when we  
5 got our first big revenue check come in and he  
6 says, I know where all our patrons are. I said,  
7 Where's that? He said, They're sitting at home.  
8 They're sitting home betting on TV, on their  
9 computer. Because the funds that came in were far  
10 exceeding what we had expected.

11 Was this an easy year? No. Was it a fun  
12 year? No. Was it a rewarding year? Yes. As I  
13 think back in my 45 career years in this industry,  
14 I can only think of one time -- and I bet many of  
15 you here and in this room know this too -- when  
16 things are going along good and it's easy and  
17 you're riding the wave it's a nice ride, but what's  
18 really rewarding is when you have to overcome  
19 severe adversity like we did this year. So as I  
20 look back over 2020 and I see what was  
21 accomplished, I think this is one of the most  
22 rewarding years we've ever had in the state of  
23 Indiana racing. Where we started out and where we  
24 ended up, nobody -- nobody -- would have had any  
25 idea it would have been that successful.

1 I'm going to capsulize it if I can into one  
2 statement, one verse. Just happens to be my  
3 favorite verse. 2 Timothy, Chapter 4, Verse 7,  
4 Paul writes, I have fought the good fight. I have  
5 finished the race. I have kept the faith. To me  
6 that's what everybody in this room did this year,  
7 2020. We fought the good fight against COVID, we  
8 finished the race, we finished the race strong, and  
9 we kept the faith.

10 In saying that, we're looking forward to  
11 coming back in 2021. The initial few months may be  
12 challenging, but there's hope. We have proven  
13 protocols and procedures in place to keep  
14 individuals as safe as possible and keep racing.  
15 We at the Indiana HBPA want to get back to normal  
16 as soon as possible. We want once again to be able  
17 to socialize over picnic gatherings, you know  
18 restart our recreational programs, like soccer and  
19 gardening, while continuing all the other important  
20 benevolence programs we provide.

21 The Indiana HBPA respectfully requests the  
22 approval of our 2021 Application as a Registered  
23 Horsemen's Association pursuant to 71 IAC 13-1-1.  
24 This concludes my presentation. More than happy to  
25 answer any questions for the Commissioners or

1 Commission staff, and Mr. Stemerick and Mr. Hash  
2 would also be more than happy to step up and answer  
3 anything you might have.

4 CHAIRMAN BORST: Thank you. Commission  
5 members, anybody have any questions?

6 COMMISSIONER SCHENKEL: Mr. Chairman?

7 CHAIRMAN BORST: Yes.

8 COMMISSIONER SCHENKEL: Brian, thanks. Great  
9 presentation and I compliment you on all the things  
10 that you have done throughout the year in difficult  
11 times. Just a couple of, I guess, observations,  
12 not really questions. One, I was glad to hear you  
13 indicate what you had done since your application  
14 had been submitted with those charitable  
15 organizations to Friends of Ferdinand and so forth,  
16 so thank you for that continuation.

17 I guess the other item that I noticed in the  
18 written material, I was going through the budget  
19 and so forth, your benevolent fund obviously is  
20 very important. To a lot of people this year I'm  
21 sure it was more needed than ever probably. How do  
22 you feel about that going forward in terms of being  
23 able to fund it, being able to meet the needs going  
24 forward? The good news is I noticed that you  
25 didn't spend it down to zero -- you always start

1 with a cushion in there -- but I'm not sure how  
2 that gets funded. I just am curious as to your  
3 comments as to how you see that going forward and  
4 whether it's going to be adequate for some of the  
5 needs.

6 MR. ELMORE: That is a great question,  
7 Mr. Schenkel. And last year when the casino  
8 operations in Shelbyville and Anderson closed down,  
9 we drained our budget down to where if it'd gone on  
10 one more month, we would have had to cease our  
11 operations and I would have become a volunteer. So  
12 it's very important that we watch the revenues that  
13 come in and keep them in line with what our spend  
14 is. One of our best spends is the clinic we have  
15 on the back side. For two months we did not have  
16 it and then we had a period of two weeks during the  
17 meet in which a couple people in the office had  
18 tested positive for COVID that we weren't able to  
19 do it.

20 So the answer to your question is this: The  
21 funding comes primarily, the far biggest chunk,  
22 comes from the casino revenues that's dedicated to  
23 benevolence. And I think all the other breeds are  
24 kind of in the same shape we are. It's all a  
25 percentage. So we're going to have to be very

1 diligent of the revenues that come in and how we  
2 spend them and make sure we spend them in the  
3 appropriate places of what our duties are and our  
4 charges to our charter.

5 CHAIRMAN BORST: Does that get your answer  
6 okay?

7 COMMISSIONER SCHENKEL: Yes. Thank you. And  
8 good luck.

9 MR. ELMORE: Thank you, sir.

10 COMMISSIONER SCHENKEL: Keep up the good work.

11 CHAIRMAN BORST: Any other Commissioners  
12 questions? Any Staff questions or comments? None.

13 Are there any other interested persons here  
14 that want to speak to this application?

15 Well, I guess we have no rebuttals, so I guess  
16 we're done.

17 MR. ELMORE: I'll sit down.

18 CHAIRMAN BORST: You did good. You can take  
19 your spray too. There you go.

20 MR. ELMORE: I want everybody to stay safe.

21 CHAIRMAN BORST: What a good guy. You're  
22 looking out for all of us too. We appreciate it.

23 Okay. Seeing no other questions, I accept a  
24 motion and a second to approve the application.

25 COMMISSIONER ESTES: So moved.

1 COMMISSIONER McCARTY: Second.

2 CHAIRMAN BORST: It's been moved and seconded.  
3 We'll have a roll-call vote.

4 MR. JACKSON: Thank you. Chairman Borst.

5 CHAIRMAN BORST: Aye.

6 MR. JACKSON: Vice-chairman Schenkel.

7 COMMISSIONER SCHENKEL: Aye.

8 MR. JACKSON: Commissioner Pillow.

9 Commissioner Pillow?

10 CHAIRMAN BORST: Give us a thumbs up or  
11 something.

12 COMMISSIONER PILLOW: Aye.

13 CHAIRMAN BORST: I think he said aye. Did you  
14 say aye?

15 COMMISSIONER PILLOW: I did say aye. I don't  
16 know why you can't hear me.

17 CHAIRMAN BORST: Now we can.

18 MR. JACKSON: Commissioner McCarty.

19 COMMISSIONER McCARTY: Aye.

20 MR. JACKSON: And Commissioner Estes.

21 COMMISSIONER ESTES: Aye.

22 MR. JACKSON: Thank you.

23 CHAIRMAN BORST: Passes unanimously. Thank  
24 you for all the work you do. It's amazing all the  
25 people you do take care of.

1 MR. ELMORE: We thank you very much.  
2 Appreciate it.

3 CHAIRMAN BORST: Okay. No. 2 on the agenda is  
4 Hearing on 2021 Renewal Application of the Quarter  
5 Horse Racing Association of Indiana for Approval as  
6 a Registered Horsemen Association.

7 And go ahead and start.

8 MR. MARTIN: Good morning, Commissioner Borst,  
9 Madam Director Pitman, Deputy Director Linkmeyer,  
10 members of the Commission and legal staff, thank  
11 you for hearing our opening statement today. My  
12 name is Paul Martin. I currently serve this is my  
13 fifth consecutive year as president of the Quarter  
14 Horse Racing Association of Indiana. With me here  
15 today is my executive director, Ms. Dianne Bennett.  
16 We appreciate her being here today. Chairman,  
17 you'll like this part of it. My late father was a  
18 minister. You must redeem the time, for the days  
19 are evil. So I'm going to follow that advice today  
20 and keep it short and sweet.

21 Our mission today and always is to promote  
22 quarter horse racing in Indiana and ownership in  
23 our state of Indiana, to promote youth involvement  
24 in quarter horse racing and to educate our youth in  
25 proper husbandry as relates to the racing quarter



1 horse, to foster humane treatment of the racing  
2 quarter horse, and lastly promote a better  
3 understanding of quarter horse racing in Indiana by  
4 the general public. This is our primary function  
5 and our focus as an organization.

6 2020, of course, presented us with many  
7 challenges. Many of our programs, youth day,  
8 horsemen's meetings, QHRAI dates at the heritage  
9 sale in Oklahoma, our weekly chaplains' meetings  
10 and meals, submissions of our newsletter, several  
11 board meetings interrupted by the pandemic.

12 However, I'm thrilled to report that even with the  
13 outbreak of COVID-19, closure of the racetrack for  
14 several months, restriction of spectators, racing  
15 actually took off in June, it was a huge success.

16 One of our signature races, the SSA Futurity,  
17 seeing a large purse of \$178,000 and our SSA Derby  
18 got a purse of over \$107,000, both races seeing an  
19 increase over 2019.

20 Our membership also increased in 2020. The  
21 quarter horse racing program saw tremendous growth  
22 with a new 10:00 a.m. Saturday post time start,  
23 which resulted in record-setting mutuel handles.  
24 On July 4, our first quarter horse day, a new  
25 record was set for quarter horse handle with a

1 handle of \$811,000. That's a record. Then again  
2 on August the 8th, another all quarter horse day, a  
3 record was set of \$819,000.

4 And there's more positive news. For 2020 we  
5 ran a total of 172 races, which is an average of  
6 1.8 races per day, and this is quite remarkable, in  
7 my opinion, considering what could have been. The  
8 2020 handle was over \$20 million, even in a  
9 shortened season. Compare that to \$17 million in a  
10 regular season last year. This is an overall  
11 increase of 15 percent in what could have been,  
12 again, a disastrous year. I don't believe there  
13 are many businesses that could match those numbers  
14 and growth this past year.

15 And I think this would be a great segue to  
16 thank Madam Director Pitman, the whole Indiana  
17 Horse Racing Commission and Staff, as well as  
18 Eric Halstrom, Mike Rich, and the whole  
19 Indiana Grand team for salvaging our racing season.  
20 Without all of you it couldn't and wouldn't have  
21 happened. For that we're very grateful and we say,  
22 again, thank you today.

23 Please allow me just to mention a few programs  
24 that we're still able to have an impact on. We  
25 were unable to have an in-person Bible study or

1 provide a meal for our back side people; however,  
2 our chaplain conducted a Bible study each week on  
3 Facebook and it was very well attended.

4 Our benevolence program for many of our  
5 people, which we've talked about already today, is  
6 the only form of medical, vision, and dental  
7 coverage available to them. We kept that program  
8 intact this year.

9 With the help of Eric Halstrom and Joe Morris,  
10 for the first time at Indiana Grand we provided our  
11 horsemen the opportunity to work their horses from  
12 the gates on the front side of the track. And I  
13 know it probably seems small to a lot of you in  
14 this meeting, but to our horsemen that was a huge  
15 improvement and a great privilege.

16 The QHRAI was able to continue our financial  
17 support of some very important programs, Strides to  
18 Success and Horse-Angels. Strides to Success works  
19 with individuals suffering from past abuse and  
20 mentally-challenged people, and they use horses to  
21 do this and we've found it to be a very worthy  
22 cause to continue our support. Horse-Angels is a  
23 rescue for horses. They're a hands-on brick and  
24 mortar program with approximately 60 horses that  
25 either live out their lives on the farm or train

1 for second careers.

2 We were also able to get a venue after several  
3 cancellations here for our annual quarter horse  
4 racing prospect sale and we had that at the  
5 Circle G in Ohio. And this is another set of  
6 positive news. We've evolved our average yearling  
7 prices from 2011 at \$4,460 a horse to this year's  
8 average being \$9,165. The highest seller was  
9 \$31,000 this year. This is a 260 percent increase  
10 2011 to 2020. Again, showing growth in our  
11 program.

12 Lastly, the QHRAI, in conjunction with  
13 Indiana Grand, we're able to host the 2022 AQHA  
14 Challenge Championship here at this track, and  
15 that's going to bring major national attention to  
16 Indiana racing. Currently we're waiting on the  
17 AQHA to approve that event. I think the first part  
18 of that's already been done.

19 In closing, I'd like to just say the future's  
20 never been brighter for quarter horse racing here  
21 in Indiana not only in 2021 but in many years to  
22 come. Thanks again for hearing me today, and I'll  
23 be able to field any questions that you have.

24 CHAIRMAN BORST: Thank you, Paul. Any  
25 Commission members with questions? Seeing none,

1 any Staff members?

2 The good news is we fully vetted all this  
3 ahead of time. I tell you I sat down for a whole  
4 Sunday afternoon and read all these applications,  
5 and that's a lot in there. You guys, 300, 400  
6 pages of stuff in each one. It's amazing the stuff  
7 that gets done.

8 Are there any other interested persons here to  
9 speak to this application?

10 I guess we have no rebuttals either. You  
11 didn't say anything wrong.

12 MR. MARTIN: Five minutes.

13 CHAIRMAN BORST: In that case we'll accept a  
14 motion and a second to approve the application.

15 COMMISSIONER PILLOW: So moved.

16 COMMISSIONER ESTES: Second.

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

19 MR. JACKSON: Thank you. Chairman Borst.

20 CHAIRMAN BORST: Aye.

21 MR. JACKSON: Vice-chairman Schenkel.

22 COMMISSIONER SCHENKEL: Aye.

23 MR. JACKSON: Commissioner Pillow.

24 COMMISSIONER PILLOW: Aye.

25 MR. JACKSON: Commissioner McCarty.

1 COMMISSIONER McCARTY: Aye.

2 MR. JACKSON: And Commissioner Estes.

3 COMMISSIONER ESTES: Aye.

4 MR. JACKSON: Thank you.

5 CHAIRMAN BORST: Passes unanimously. Thank  
6 you.

7 Next on the agenda is the Hearing on the 2021  
8 Renewal Application of the Indiana Thoroughbred  
9 Owners and Breeders Association for Approval as a  
10 Registered Horsemen Association in Indiana.

11 Think that's Leigh Ann. I can't really see  
12 anybody. There's a glare. I can see the computer,  
13 but once I get to there, that's all. I guess when  
14 you get old that happens. I don't know.

15 MS. HOPPER: We'll just leave it at the glare.

16 CHAIRMAN BORST: The glare, yeah.

17 MS. HOPPER: Good morning, Chairman Borst,  
18 Commissioners, Executive Director Pitman, general  
19 counsel, Commission Staff. For the record, I am  
20 Leigh Ann Hopper. I appreciate this opportunity to  
21 be here, represent ITOBA, the application which you  
22 received from us, and to address any questions that  
23 you may have. We thank you for the time that  
24 you've devoted to reviewing our application. I  
25 know that that's a long Sunday, you probably had

1 something else to do, as well as the time that  
2 everybody has spent on this. We also appreciate  
3 the expert oversight general counsel has provided  
4 to ensure that we're in full compliance.

5 ITOBA, the Indiana Thoroughbred Owners and  
6 Breeders Association, is Indiana's  
7 officially-recognized breeders and owners  
8 association, an affiliate of the national  
9 Thoroughbred Owners and Breeders Association. It  
10 is our mission to serve and represent Indiana  
11 thoroughbred owners and breeders by promoting and  
12 encouraging the growth of the thoroughbred industry  
13 in Indiana and striving for the improvement of the  
14 thoroughbred horse in Indiana by promoting and  
15 encouraging breeding, ownership, and participation  
16 in the Indiana program and investing and  
17 participating in Indiana equine and agribusiness  
18 industry.

19 To say the least, 2020 altered everyone's  
20 plans. You saw we came to the table with a plan  
21 for 2020 that the events absolutely altered  
22 everybody's plans, but I'm pleased to say that  
23 ITOBA did not allow it to alter our mission. ITOBA  
24 came to the table early on before we knew of any of  
25 these concerns with borders for growth and

1 development of our stake program, we advocated for  
2 a number of breed development improvements during  
3 the building of the 2020 program, and we  
4 appreciated a better balance achieved the stake  
5 side of horses. We're anxious to see these  
6 improvements implemented.

7 As April and the return of racing approached,  
8 so did some unthinkable shutdowns. Rather than  
9 circulating breed development program news, we were  
10 e-blasting, posting links and webinars for  
11 CARES Act program news. But as soon as possible,  
12 ITOBA's working cooperatively with horsemen's  
13 groups and our legislative allies, the Governor's  
14 office, to get Indiana's racinos back on track.  
15 Despite the COVID budget restrictions, we enjoyed  
16 the success of many breed development enhancements  
17 this year. We were excited to witness the Indiana  
18 horses filling the demands of the Indiana Grand  
19 gates. As you know, we even partnered with  
20 contributions towards those increased purse needs.

21 While our applause for achievements of Indiana  
22 stallions, breeders, owners, trainers was not heard  
23 at our annual ITOBA awards banquet, our first  
24 Indiana Champions Day allowed us the opportunity to  
25 celebrate annual award winners. In addition, we



1 honored the accomplishments of our Back on Track  
2 legislative champions and also the winners of our  
3 two new top-dollar sired signature stakes races.  
4 Certainly appreciate all the help that we received  
5 from breed development, from Indiana Grand,  
6 especially Tammy Knox, Rachel. Great crew. We  
7 always appreciate working together with members of  
8 our industry.

9 ITOBA understands the importance of our  
10 yearling sales as it continues the development of  
11 horses from breeders to owners and trainers and to  
12 our Indiana Grand gates. While our sale location  
13 was altered late stages, thanks to cooperative  
14 efforts from DSA, from Smith Racing Stables,  
15 Indiana Grand, a group of very cooperative  
16 consignors and buyers, we paddocked 82 horses and  
17 transitioned nearly all of them to new owners,  
18 training facilities, riders, and all of those who  
19 are affected by the Indiana horse.

20 Though our 2020 budgets cut into the ITOBA  
21 stallion season auction stakes races, ITOBA stepped  
22 up to honor race purses. We also delivered on a  
23 promise for ITOBA-sponsored owners awards for the  
24 first, second, and third place finishers. That's  
25 the first time this was implemented this year.

1           Despite issues that left the Indiana stallion  
2 directory without funding, ITOBA could not. This  
3 directory lists the stallions of our investors.  
4 These folks are bringing better-quality stallions,  
5 they're investing in our farms, our stallion  
6 facilities. They're investing inside our Indiana  
7 boundaries. We appreciate that, and we just feel  
8 like we absolutely have to honor that. So we were  
9 excited to take that over for this year. It's  
10 turned out to be very well received. We welcomed a  
11 number of new stallions back to this advertisement  
12 and we are very excited to offer new stallions, to  
13 see new folks coming into stallion ownership and  
14 supporting those farms.

15           We continued to fund our charitable  
16 contributions through the Jockeys and Jeans and the  
17 Indiana FFA.

18           We're excited to get back to some of our  
19 normal, if you want to call them normal, our  
20 normalcy, to get back to some of those normal  
21 events. We're going to continue to host our annual  
22 stallion season auction. We take this opportunity  
23 to advertise every stallion in Indiana who wants to  
24 participate and we list them on a nationwide  
25 platform along with some of the nation's top sires.

1           Our media offers them year-round marketing.  
2 This auction in connection with our stallion season  
3 auction stakes races encourages foals by every sire  
4 in the country to come and foal in our Indiana  
5 farms. It brings added value and earning potential  
6 to every foal who is sired by a stallion sold at  
7 auction, and these benefits are passed along  
8 through each developing stage of these sources.

9           We're grateful for all that was accomplished  
10 in 2020 despite the challenges. We made a way  
11 together to make it happen in Indiana. That speaks  
12 volumes for this state and our program. We look  
13 forward to opportunities to increase our  
14 interactions with participants and we hope to  
15 further encourage new involvement in 2021.

16           We're anxious to reopen some of our events  
17 when it's safe. We hope that you will save the  
18 date. Our hopes are that we are able to come back  
19 to banquet time. The plans are there, unless  
20 they're adjusted. We'll hope to kick off racing  
21 the Sunday prior to the start of racing here in  
22 April.

23           While events may alter our plans, the Indiana  
24 Thoroughbred Owners and Breeders Association works  
25 every day, each dollar, each cooperative

1 relationship to carry out our mission. We are  
2 responsible, active ambassadors of this industry.  
3 I'm happy to answer any questions that you might  
4 have. Then on behalf of ITOBA, I will respectfully  
5 ask that you approve this application.

6 CHAIRMAN BORST: Thank you.

7 MS. HOPPER: Thank you.

8 CHAIRMAN BORST: Any Commissioners, questions?  
9 Staff, questions? Think they've all been answered.

10 Any interested persons? No.

11 Well, I think you did a good job.

12 MS. HOPPER: Certainly appreciate your time.  
13 Thank you so much.

14 CHAIRMAN BORST: Thanks. By the way, that  
15 Sunday afternoon was a bad Colts game, so don't  
16 feel too bad for me. It got me out of the  
17 game (laughing).

18 Okay. I guess we're ready for a vote. Well,  
19 we have to have a motion first and a second.

20 COMMISSIONER ESTES: So moved.

21 COMMISSIONER PILLOW: Seconded.

22 CHAIRMAN BORST: Okay. Mr. Pillow seconded.  
23 Now a roll-call vote.

24 MR. JACKSON: Thank you. Chairman Borst.

25 CHAIRMAN BORST: Aye.

1 MR. JACKSON: Vice-chairman Schenkel.

2 COMMISSIONER SCHENKEL: Aye.

3 MR. JACKSON: Commissioner Pillow.

4 COMMISSIONER PILLOW: 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: Thank you. Passes  
11 unanimately.

12 Next on the agenda is the Hearing on the 2021  
13 Renewal Application of Indiana Standardbred  
14 Association for Approval as a Registered Horsemen's  
15 Association in Indiana.

16 MR. PUTNAM: Good morning, Chairman,  
17 Commissioners, Executive Director Pitman, Staff.  
18 My name for the record is Joe Putnam, second year  
19 of being the president of the Indiana Standardbred  
20 Association. And I'll just kind of go through some  
21 of the things we continued to do in 2020 and will  
22 continue to do in 2021 also.

23 We have a full-time year-round back side  
24 clinic for all the members. We also have a  
25 chiropractor back side. We have a full-time

1 minister to serve the people.

2 One of the unique things we have is a text  
3 messaging service, and I'll tell you it was very  
4 well received this year. It keeps all the members  
5 informed about daily racing things and a lot of the  
6 things with this COVID this year, you know, seemed  
7 like everything was changing daily, so this thing  
8 was invaluable this year. And then as far as,  
9 like, even racing season with this, different times  
10 I-69 can be a nightmare traveling, so we could keep  
11 people informed of road closures and things of that  
12 nature. So that was a pretty cool thing we've  
13 instituted for our members.

14 We provide internet services for all the  
15 members back side, which is kind of nice for them.  
16 We do college assistance to whoever qualifies. We  
17 have a budget of \$50,000, so luckily we've never  
18 had to go over budget but a nice service for  
19 people.

20 The ISA continues to promote and support horse  
21 racing by working with state and local government  
22 leaders for the betterment of horse racing. We've  
23 developed an excellent working relationship with  
24 the government and local partners.

25 We've developed real good partnerships with

1 the Harrah's Hoosier Park team on simulcasting  
2 races, promoting event nights, things of that  
3 nature. We had a big event this year called the  
4 breeders crown, which as we've talked in the past  
5 is our Superbowl of horse racing. It was kind of a  
6 different event this year. We were restricted to,  
7 I believe, 498 guests, so it was a much smaller  
8 event than normal, but we still had the best of the  
9 best from around the country. So I thought the  
10 event went very well. We had record handles on  
11 both nights. So all things considered, that was a  
12 very positive thing for 2020.

13 Also, we worked in partnership with non-horse  
14 affiliated groups along with the track, such as the  
15 Boy Scouts of America, the Girl Scouts, several 4-H  
16 groups, trying to promote, you know, young and new  
17 people getting involved in the industry. Along  
18 with we provide grants to the county fairs. We  
19 have a pretty large county fair racing season  
20 still. These grants go to improving safety and for  
21 the betterment of racing conditions.

22 Then we also provide several donations to  
23 standardbred after-care programs, namely the  
24 Standardbred Retirement Foundation, the  
25 Harness Horse Youth Foundation, and several others.

1           As I said at the beginning, we will continue  
2 with our budget. We've been very diligent about  
3 watching how we spend our money to make sure we can  
4 continue all these programs in 2021. And, you  
5 know, knock on wood, nothing changes for the  
6 negative, we expect to be able to do that.

7           Some of the things we're looking forward  
8 possibly to doing in 2021 -- I talked about this  
9 last year little bit -- we haven't done a renewed  
10 economic impact study for quite some time. We were  
11 right at the beginning stages of doing that last  
12 year when COVID set in, so we postponed that. So  
13 it's something we may look at for 2021. Not sure  
14 how things are going to go yet, but we do have that  
15 in place to do that here in the future, so . . .

16           As always, on behalf of myself and the ISA  
17 board, we wish to express our appreciation of the  
18 hard work that the Commissioners, the IHRC, we're  
19 all partners in this together, and I tell you this  
20 year it took a team to do it. Just want to say  
21 thank you.

22           CHAIRMAN BORST: Thank you. Same theme we're  
23 getting from everybody. It was a tough year, but  
24 guess what, we got there.

25           MR. PUTNAM: It was successful in a lot of



1 ways.

2 CHAIRMAN BORST: It definitely was considering  
3 how things looked about March 16. Yeah, it's a lot  
4 better.

5 Okay. Any Commissioners have any questions or  
6 comments?

7 I guess I have one on your economic study.  
8 Are you going to do that just for thoroughbred  
9 industry only or are you going to do it for the  
10 whole horse industry?

11 MR. PUTNAM: No. Actually our plan is all the  
12 industries, standardbred, thoroughbred, quarter  
13 horse.

14 CHAIRMAN BORST: So along with Purdue  
15 probably?

16 MR. PUTNAM: Correct.

17 CHAIRMAN BORST: It has been a while since  
18 that's been done.

19 MR. PUTNAM: It's been over ten years. We  
20 were right at the beginning of getting it going  
21 last year when COVID set in and then seemed prudent  
22 to postpone it.

23 CHAIRMAN BORST: I'm sure it's more than a  
24 billion dollars now.

25 MR. PUTNAM: Oh, I think so, easily.

1 CHAIRMAN BORST: Okay. Any other interested  
2 persons to speak to the application?

3 Seeing none, I guess we're ready for a motion  
4 and a second then.

5 COMMISSIONER McCARTY: Move acceptance.

6 COMMISSIONER ESTES: Second.

7 CHAIRMAN BORST: Been moved and seconded.  
8 We'll go to roll-call vote.

9 MR. JACKSON: Thank you. Chairman Borst.

10 CHAIRMAN BORST: Aye.

11 MR. JACKSON: Vice-chairman Schenkel.

12 COMMISSIONER SCHENKEL: Aye.

13 MR. JACKSON: Commissioner Pillow.

14 COMMISSIONER PILLOW: Aye.

15 MR. JACKSON: Commissioner McCarty.

16 COMMISSIONER McCARTY: Aye.

17 MR. JACKSON: Commissioner Estes.

18 COMMISSIONER ESTES: Aye.

19 MR. JACKSON: Thank you.

20 CHAIRMAN BORST: Passes unanimously.

21 MR. PUTNAM: Thank you very much.

22 CHAIRMAN BORST: Thank you to all the horsemen  
23 associations. It's amazing all that did get done.  
24 Things looked pretty bleak. We're in Indiana. We  
25 do things different in Indiana. I'm involved in

1 some other things, like next year's Final Four, and  
2 that's why the NCAA's going to ask us to hold all  
3 67 games in the state of Indiana, not all  
4 Indianapolis but in the state, because we do things  
5 right in the state.

6 Next on the agenda is Consideration of Caesars  
7 2021 Operational Plan as required by the  
8 Commission's second Permit Transfer Final Order  
9 dated July 15, 2020. And I think we have Joe on  
10 our Zoom call here, but first I must say I read  
11 your plan three times because I wanted to make sure  
12 everything was in there from the order back in July  
13 and I think everything is in there and more. So we  
14 appreciate this plan. You guys did a great job,  
15 all of you, putting this together. I think it's  
16 got all the things that happened and the things  
17 that are going to happen and we appreciate it.

18 So, Joe, you want to take it?

19 MR. MORRIS: Good morning, everybody.

20 CHAIRMAN BORST: Little louder. We can't hear  
21 you.

22 MR. MORRIS: Video going to play. Is that  
23 still going to happen?

24 CHAIRMAN BORST: Can't hear you very well.

25 MR. MORRIS: Can you hear me now?

1 CHAIRMAN BORST: No. We got a video.

2 (video playing)

3 MR. MORRIS: Thanks to our staff for putting  
4 that together. Good morning, everybody. Thank you  
5 for considering our 2021 operations plan.

6 First thing I'd like to do is thank our  
7 industry in Indiana. As people have stated before,  
8 it's been a tough year. There's always a lot of  
9 challenges on a daily basis in these racetracks,  
10 and it is so refreshing to have the horsemen and  
11 horsewomen groups that we have and be able to work  
12 with them and the Commission Staff. We raised over  
13 five different stakes, and Indiana second to none  
14 on the knowledge, the passion of this industry and  
15 collaboration of the groups working together with  
16 the racetracks. As they say, it truly takes a  
17 village to run one of these and we have a really  
18 nice team that works together and works through  
19 these issues, and you saw the results from this  
20 year. We had record years with all three of our  
21 breeds, across them all.

22 We took over ownership in July, the new  
23 license, there were 28 requirements to meet. Happy  
24 to say we have met all 28 of them. This plan, we  
25 started on in August. We got right into the plan.

1 We kind of figured the format internally on how we  
2 wanted to present it, and then we started and we  
3 worked hand in hand with the different horsemen's  
4 groups and the Commission Staff on putting this  
5 thing together. Much of it right off the dinner  
6 table at Hoosier Park on many of the nights when we  
7 were up there watching the races. We also worked  
8 through with our racetrack general managers who  
9 were a part of this, the racing officers, the  
10 marketing team, the track crew. It was truly a  
11 collaborative effort.

12 This is how we're going to build on our 2020  
13 records that were set. A few of the highlights in  
14 the plan -- and Rick Moore and Kiersten will  
15 present the Hoosier Park and Eric Halstrom and  
16 Tammy will present their part -- all the horsemen  
17 agreements have been negotiated. They've been  
18 signed. They're in the plan. As you know, the  
19 plan is 60 pages long.

20 The racing schedules, we sat down and we've  
21 negotiated the racing schedules and those are all  
22 in the plan. Indiana Grand's will be much the same  
23 as this year. Hoosier, we're going to try a couple  
24 different things. We're going to trade Tuesdays  
25 for Sundays, see what Sunday nights do. The

1 measure of the stick on running the racetrack is  
2 the handle. We need to be driving handle. We have  
3 the Sunday nights within our company from  
4 Pompano Park for seven months of the year. This  
5 would keep our Caesars footprint owning the Sunday  
6 nights, and we think we can drive a lot of handle  
7 with the Sunday. If it doesn't work, we'll work  
8 with our horsemen up there, we'll change the  
9 schedule again, but we think that that's going to  
10 help us there.

11 We're going to try the night before  
12 Thanksgiving and Thanksgiving Eve.  
13 Thanksgiving Eve was always a big day in handle in  
14 racing and we're going to try those. And then  
15 we're going to race until December 4. So we've got  
16 a few changes we're going to try to work through.  
17 We'll work monitoring that and make adjustments as  
18 needed.

19 As Paul said, we're very excited on the  
20 quarter horse side. We reached out to the AQHA and  
21 we put in a proposal for the AQHA challenge. We're  
22 going to get a couple races this next year and it  
23 looks like the challenge will be coming to Indiana  
24 for 2022 and AQHA is very excited about working  
25 with us on that.

1           On the capital fund with the RCFAC, the  
2 \$25 million fund, that'll be funded by January 1.  
3 We worked with our horsemen on the different  
4 projects. One of them that really excites us is  
5 the surveillance system we're going to put in at  
6 Hoosier. We'll be the first harness track in  
7 North America to have a surveillance system in the  
8 barn. One barn will actually have the cameras from  
9 above and we'll be able to look down into the  
10 stalls on 360-degree view and the other barns will  
11 have cameras that you can see anybody walking in  
12 and out of the stall. Integrity is always a hot  
13 issue with us, as I know it is with you folks, and  
14 this will be a first in industry state-of-the-art  
15 system and we're excited to have that for next  
16 year.

17           We're working on our winter training. Not  
18 quite as smooth as I would like but we are working  
19 through it. We're in process getting the barns,  
20 the water lines, the barns and the horse quarters  
21 are in design. That'll be going out to bid soon.  
22 The Eurocizer, the walker that we're putting in, is  
23 in Ferdinand right now. We're hopefully going to  
24 get permits for it tomorrow. But, again, working  
25 with Staff, we were out there two weeks ago on a

1 cold Tuesday morning with everybody trying to  
2 figure out where to have the entrance to it and how  
3 it's going to work. Very collaborative effort.

4 So with that, I will hand it over to  
5 Rick Moore.

6 CHAIRMAN BORST: Thank you. Welcome, Rick.

7 MR. MOORE: Thank you, gentlemen.

8 Mr. Chairman, members of the Commission,  
9 Executive Director Pitman, Counsel, thank you for  
10 allowing me a few minutes today to kind of give you  
11 a flavor of what you probably already read in the  
12 plan but just kind of disseminating some of the  
13 points in that plan that I'd kind of like to  
14 highlight to you today. So thank you for allowing  
15 me a few minutes of your time.

16 I'll echo what every other speaker has said so  
17 far this morning. That is, it's certainly been a  
18 unique and challenging year, but, you know, as  
19 everyone has also stated, it's been a rewarding  
20 year. We were able to work as a partnership and I  
21 talk about that partnership I'm talking about the  
22 IHRC, the ISA, HBPA, QHRAI, Indiana Grand, Harrah's  
23 Hoosier Park. We worked together. Chairman, as  
24 you just said a couple minutes ago, there was a  
25 time in March where I think we all doubted or had



1 some doubts as whether horse racing would take  
2 place in Indiana this year, but that group working  
3 together came up with a health and safety plan that  
4 met the needs that allowed racing to return.

5 And on June 16 we did return to racing without  
6 spectators. On July 4 we were able to welcome  
7 spectators back, although in a reduced capacity.  
8 And I cannot say enough about our team at Harrah's  
9 Hoosier Park -- and I'm sure Eric will say the same  
10 about his team -- but that team kept that back side  
11 and barn area disinfected each and every day, and  
12 I'm talking about the racing administration  
13 building, the driver's lounge, the track kitchen,  
14 track maintenance building, 82 dorm rooms, fully  
15 occupied dorm rooms. We did everything in our  
16 power to make sure that there was disinfecting  
17 taking place the entire day to keep everyone safe  
18 and healthy. Really just wanted to single out our  
19 team for all their efforts in that area.

20 And not only did racing return, but it did so  
21 in a record-breaking manner, as Harrah's Hoosier  
22 Park was able to post a 30 percent increase in  
23 handle for the same 111 days as last year. Full  
24 fields averaging 8.9 starters per race and race  
25 cards averaging over 13 races per day were the main

1 drivers behind the handle increase. For the first  
2 time ever, average daily handle was in excess of  
3 \$700,000. And I will admit that does include round  
4 numbers, but we're still very, very proud that our  
5 average handle was over \$700,000 this year,  
6 actually \$706,263.

7 We'd also like to thank Executive Director  
8 Deena Pitman and Commission Staff for allowing us  
9 to carve a 15th race on our major racing nights  
10 during the 2020 season. This additional race  
11 helped to propel us to post five nights with handle  
12 in excess of \$1 million. We've never done that  
13 before. So thank you, Executive Director Pitman  
14 and Commission Staff, for that.

15 And beyond that, the Hoosier Park team, and I  
16 mean every member of the team, was able to pull off  
17 hosting the 37th edition of the Breeders Crown  
18 in, again, a record-breaking manner with handle for  
19 the weekend coming in at over \$4.4 million. While  
20 the attendees were limited to under 600 people, we  
21 were able to accommodate all owners who wished to  
22 attend, as well as all sponsors, along with a few  
23 other invitees. For the first time our signal went  
24 beyond North America, the Caribbean, and Australia  
25 and we added the Scandinavian countries of Finland,

1 Norway, Sweden, and Denmark to our Breeders Crown  
2 lineup of outlets and they bet in kronas over  
3 there.

4 If you were there or if you weren't there, if  
5 you were there you would have seen for the first  
6 time a dead heat in Breeders Crown history and a  
7 horse that paid \$409.80 to win. So it was  
8 certainly an exciting weekend. And I know the  
9 Hambletonian Society we work with who own the races  
10 in the Breeders Crown couldn't have been happier,  
11 and the spotlight certainly did shine on Indiana  
12 harness racing that weekend.

13 We went into this year not knowing what  
14 business levels were going to be. With the ISA in  
15 agreement we lowered our average daily purses by  
16 30 percent, being very, very conservative, but I'm  
17 pleased to say that we were able to raise purses by  
18 \$35,000 per day in August to last year's levels and  
19 actually a little beyond last year's levels, due to  
20 better gaming revenues than expected, a robust  
21 export handle, and very strong source market  
22 revenues from the in-state ADW handle.

23 Speaking of the ADW handle, we project those  
24 source market revenues will come in at just about  
25 \$4.5 million this year. To give you a comparison,

1 at this time last year we were projecting  
2 \$2.4 million. So almost 100 percent increase in  
3 source market fee revenues.

4 We again saw our live racing signal go out to  
5 over 500 outlets, again, including Australia, on a  
6 nightly basis. We worked closely with major ADW  
7 operators to make sure that we were getting our  
8 fair share of the simulcast pie. And we've already  
9 met with our sales rep from TVG -- Joe and myself  
10 got together with our TVG sales rep -- and we said  
11 we've got six tracks we're bringing to the table,  
12 we want every race, every day, every night on TVG  
13 or TVG2. That's our goal and we're going to keep  
14 pursuing that goal.

15 As far as our schedule's concerned, Joe  
16 already eluded to it. But we will again be racing  
17 our traditional 160 race days and we'll open the  
18 meet on Friday, March 26. Again, you will note  
19 some nuances that Joe's already mentioned to our  
20 racing calendar. We've met and listened to the ISA  
21 on the importance of extending our racing calendar  
22 and will now extend our meet into December, closing  
23 on Saturday, December 4.

24 As Joe mentioned, we'll be trading Tuesdays  
25 for Sunday racing, with the thought we will capture

1 more of the simulcast market on Sundays when less  
2 tracks are racing, particularly in the evening.  
3 You'll also notice a portion of the calendar where  
4 we will be only racing four days a week to maximize  
5 the number of horses available to ensure we have  
6 full fields and a full complement of races on those  
7 race nights.

8 We will continue with our 6:30 p.m. post  
9 times. We think that gets us past many of the  
10 afternoon thoroughbred tracks while giving us an  
11 opportunity to run several races before the  
12 remainder of the evening tracks get started.

13 We're going to change our wagering format with  
14 approval from the Commission. We are proposing to  
15 make some changes to that menu. If approved, you  
16 will see an additional Pick 3, Pick 4, and Pick 5  
17 on our daily wagering menu and we will be creating  
18 instant carry-overs whenever a Superfecta, Pick 3,  
19 Pick 4, Pick 5 is not hit. The carry-over will  
20 proceed to the next time that wager is carded on  
21 that day's racing menu and if carried over to the  
22 next day will include a guaranteed wagering pool  
23 amount. We're also looking to raise our 10-cent  
24 Superfecta minimum wager to 20 cents. By making  
25 these changes to our wagering format, we believe we

1 can grow our export handle by 5 percent in 2021 to  
2 an average of over \$600,000 per night and that's  
3 5 percent over our 2020 plan. We will continue to  
4 offer a \$10,000 guaranteed Pick 4 on Thursdays, a  
5 \$10,000 guaranteed Hoosier High-5 Tuesdays through  
6 Fridays.

7 We ended the meet with an average daily purse  
8 allocation of about \$105,000 per day, which does  
9 not include any breed development monies. We also  
10 ended the meet with a surplus in the purse account,  
11 I'm pleased to say. So depending on gaming  
12 revenues over the next few months, we believe we  
13 can keep that \$105,000 in place over the 160-day  
14 2021 meet. And if revenues trend upward over the  
15 next few months, we may even see purses climb to  
16 \$115,000 per day.

17 In 2020 we kept our open stakes schedule in  
18 place, 100 percent intact, where a lot of other  
19 racetracks around the country eliminated their  
20 stakes program. We contested all of our stakes  
21 with a reduced amount taken from our purse account  
22 to protect our overnight purses in the COVID-19  
23 environment.

24 We will have basically the same stakes  
25 schedule in place in 2021, which means our

1 championship season will start with the Dan Patch  
2 Stakes on Friday, August 13. The opening stakes  
3 schedule will see more than \$3.3 million paid out  
4 to the best horses in the country. September,  
5 October, and November will be loaded with  
6 Grand Circuit stakes action and Harrah's Hoosier  
7 Park will play host to the best horses, trainers,  
8 and drivers throughout these months. Caesar's  
9 Trotting Classic Night will take place on Friday,  
10 September 24, and will serve as a Breeders Crown  
11 preview night. We have added another stakes to the  
12 Caesar's Trotting Classic night, which will give us  
13 nine stakes races -- nine stakes races -- on that  
14 night.

15 There was a great cooperative effort between  
16 Harrah's Hoosier Park, the ISA, and Indiana Breed  
17 Development to navigate the Indiana Sires Stakes  
18 program and other major Indiana sired races.  
19 Putting the schedule together was very difficult  
20 under the circumstances and it took a team effort  
21 between all entities to make it work. Special  
22 recognition to Jessica Barnes, without whose  
23 leadership this would not have been possible.

24 Harrah's Hoosier Park could not be more proud  
25 of the partnership that has been formed with the

1 Indiana Standardbred Association. We work  
2 collaboratively with president Joe Putnam and the  
3 ISA board on every major issue and important  
4 decision that affects standardbred racing in the  
5 state of Indiana. We are pleased to report, as Joe  
6 just mentioned, that an extension of the current  
7 horsemen's agreement through 2021 has been signed  
8 and executed by the ISA and Harrah's Hoosier Park.

9 I want to talk about safety for just a minute  
10 because I don't think there's anything more  
11 important than safety. Harrah's Hoosier Park's  
12 commitment to the safety of its human and equine  
13 participants is unwavering. We employ a director  
14 of veterinary services who inspects each equine  
15 athlete as he or she steps onto the track and while  
16 warming up. We also employ a full-time year-round  
17 track superintendent and a full-time year-round  
18 track maintenance crew. During the racing season  
19 the crew is divided into morning and evening teams  
20 to ensure that the track is the best it can be in  
21 the morning for training as well as in the evening  
22 for live racing. We also bring in a couple times  
23 during the meet the internationally-renowned Coon  
24 brothers, Dan and Greg, to consult with our track  
25 superintendent to determine if there are any racing



1 surface issues that need attention. Our track  
2 superintendent has at his disposal the best  
3 equipment to be found anywhere to assist in making  
4 the racing surface the best it can be.

5 We even bought a screen this year. We found  
6 an aggregate stone that we like, but sometimes  
7 there would be larger particles than should go out  
8 onto the track. So after we received it, we screen  
9 that material by hand through the screen to make  
10 sure that no impurities got onto the racetrack.

11 Joe mentioned capital and in 2020 Harrah's  
12 Hoosier Park spent over \$692,000 in capital. Major  
13 spends included the remodeling of the track  
14 kitchen, new HVAC units for the dorms, new washers  
15 and dryers for the dorms, new LED lighting for the  
16 paddock, and the installation of LED fixtures for  
17 emergency lighting on the racetrack plus four  
18 shuttle buses.

19 For 2021 Harrah's Hoosier Park is planning on  
20 spending over \$2.4 million, which includes all  
21 items on the 15-year equipment list, the complete  
22 surveillance system that Joe just spoke about of  
23 the entire barn area, a rebuild of Barn 4 that's  
24 going to give us 60 additional stalls, and we plan  
25 on filling every one of those stalls, new dorm

1 flooring, a new spreader truck, and a new  
2 compaction rear loader, among others.

3 It was a busy 2020. It's going to be a busier  
4 2021. Thank you for your support, for your  
5 cooperation with us, for every time we come to you  
6 asking for help that you're there for us. And with  
7 that, I conclude my presentation and would love to  
8 answer any questions that you may have.

9 CHAIRMAN BORST: Any Commissioners have any  
10 questions? I guess not.

11 MR. MOORE: With that, I'll bring up my  
12 colleague, Miss Kiersten Flint, to talk about our  
13 marketing efforts.

14 MS. FLINT: Thank you, Rick. Good morning,  
15 Chairman, Executive Director Pitman, Commissioners,  
16 and Staff. The 2020 racing season was unlike any  
17 racing season in Harrah's Hoosier Park history. On  
18 the brink of one of our most historic years in  
19 racing, we welcomed in the new year with our goal  
20 set higher than ever. While the three-month  
21 shutdown that followed certainly presented some  
22 roadblocks, our race marketing efforts were not  
23 deterred. I'd like to briefly touch on some  
24 highlights from the 2020 season.

25 We made a \$10,000 investment to offer a free

1 live racing program every day for the entire racing  
2 meet. That was something that we did when we  
3 opened up on June 16 and on July 4 made the  
4 decision to continue it. To our knowledge, no  
5 one's done that before. And we built analytics  
6 into our website and garnered more than 38,000 page  
7 views and more than 28,000 downloads of that racing  
8 program from more than 2,800 cities both nationally  
9 and internationally. We relaunched the Weekly Wire  
10 e-mail series for the first time under  
11 Caesars Entertainment and sent out on a weekly  
12 basis to more than 1,700 racing-dominant  
13 Caesars Rewards members in Indiana. That's  
14 something that we'll be building on in 2021.

15 Despite a shortened racing season, we grew our  
16 social media efforts year over year with a  
17 17.5 percent increase in racing Twitter followers,  
18 157 percent increase in Twitter engagement, and we  
19 also grew our racing Instagram followers by  
20 30 percent.

21 We redefined what our VIP racing player was  
22 and we built programming around that based on  
23 various levels of that VIP player. We introduced a  
24 VIP promotional series called Pick 6 and Split It  
25 that we hosted over most of our major events, and

1 if the pot wasn't hit, it would carry over to the  
2 next event. That's something that we'll continue  
3 to do for our VIP programming in 2021.

4 We introduced a new United Tote racing  
5 promotion, and in racing our mission is to build  
6 card usage and on-track build loyalty with  
7 Caesars Rewards and that did just that. It raised  
8 rate of play on Tuesdays year over year for racing  
9 and participation grew over the course of the  
10 season.

11 We developed Caesars harness racing and  
12 Caesars racing television spots which we leveraged  
13 across all of our properties. And we hosted the  
14 37th edition of the Breeders Crown in a  
15 reduced-capacity format. It was a sold-out  
16 first-class event. It was a little different than  
17 we had hoped when we were planning it earlier in  
18 the year. As Rick mentioned, we saw two-night  
19 handle of over \$4.4 million. In addition, we had  
20 nearly \$50,000 in ticket sales and \$233,000 in  
21 sponsorship revenue for the event.

22 Inclusive of the Breeders Crown, we invested  
23 more than \$875,000 in race marketing in 2020. And  
24 that number will continue to grow as we true up  
25 some numbers at the end of the year. Our 2021 race

1 marketing budget will show a 10 percent increase  
2 over 2019, with a planned spend of \$300,500 in paid  
3 racing media, \$79,000 in sponsored media, \$96,800  
4 in racing-dedicated property media, \$117,700 in  
5 racing promotions, and \$72,600 in collateral decor,  
6 entertainment, comp food and beverage specific to  
7 racing.

8 In 2021 we'll be focused as we are on three  
9 main target markets, our on-track customers, our  
10 on-track VIP customers, and our export customers.  
11 For on-track customers our areas of focus will be  
12 to promote the value and benefits of  
13 Caesars Rewards, develop promotional programming  
14 that increases card usage and rate of play from our  
15 horse players; create fun, excitement, and  
16 engagement of other key racing events with  
17 festivals, live entertainment, giveaways, contests,  
18 and more; and continue to promote our live racing  
19 promotions in our Caesars Rewards monthly mailings  
20 that go out to guests every single month.

21 Additionally, we'd like to continue to  
22 leverage our great partnership with the Indiana  
23 Standardbred Association. Hopefully we'll get back  
24 to our in-face monthly meetings that we started in  
25 2019. But we still worked with ISA, incorporated

1 them in all of our major events.

2 For our on-track VIP, as I mentioned, we  
3 continue to define who the racing VIP player is.  
4 We've spent hours looking at all of our players,  
5 who they are, at what levels do we consider VVIP,  
6 VIP, and we'll continue to build programming around  
7 them. We'll also leverage our Sports Book  
8 customers, too, because it's a great market to  
9 entice with live racing and special events. And  
10 then the big one, our export customer. We will  
11 continue to heavily invest media dollars in  
12 racing-specific media like TVG, Daily Racing Form,  
13 TwinSpires, and other media outlets. Along with  
14 that, we will be working with racing media partners  
15 to review campaign performances, use analytics to  
16 better build packages and promotions with those,  
17 and ensure accountability on their end to  
18 capitalize every dollar that we spend with them.

19 We'll continue to enhance our race graphics  
20 and our broadcast programming and we'll continue to  
21 offer past performances online. With a targeted  
22 growth of 5 percent in export handle in 2021, our  
23 export marketing upgrades are a top priority. Many  
24 of the new initiatives we launched in 2020 will  
25 return in 2021 with added enhancements, including a

1 free online racing program, Weekly Wire e-mail  
2 series, our enhanced racing VIP Caesars Rewards  
3 benefits, our celebrity expert appearances, and the  
4 leverage of Caesars racing properties across the  
5 network.

6 In 2021 we will use the analytics from our  
7 2020 online racing programs to hone in on a  
8 strategic paid visual media campaign that's target  
9 areas across the United States with high engagement  
10 in Indiana racing. Additionally, as we lead up to  
11 the '21 season we'll be working with United Tote to  
12 continue to develop promotions that are built  
13 around Caesars Rewards and card usage. And we will  
14 work with the Indiana Standardbred Association's  
15 promotion team to develop programming around our  
16 live racing events and bring back fan favorites  
17 that we had to put aside this year, like cornhole  
18 tournaments, festivals, and more. We will continue  
19 to use our social media platforms to create loyalty  
20 engagement for Indiana racing and for Harrah's  
21 Hoosier Park.

22 And finally we will continue to leverage  
23 Caesars Rewards across all of our Caesars  
24 properties to promote even further the power of our  
25 loyalty and engagement program. Caesars Rewards is

1 a common theme, especially as it relates to our  
2 on-track customers. 2021 will be no exception.  
3 Harrah's Hoosier Park currently has more than 1,800  
4 racing-dominant guests but only 359 of them  
5 received core offers, which are their offers that  
6 we send on a weekly basis.

7 Our goal in 2021 is to increase that, but to  
8 increase that we have to center it around  
9 Caesars Rewards. Our mission is simple. We need  
10 to educate our racing guests on the benefits of  
11 Caesars Rewards so they have a desire to use their  
12 card, create engaging promotions that require card  
13 usage to participate, promote VIP racing benefits  
14 and reward our VIPs for using their card, promote  
15 the benefits of e-mail and mobile apps so we can  
16 talk to these customers more frequently, and  
17 leverage the Caesars Rewards network to create more  
18 engagement in Indiana live racing. We're currently  
19 exploring different ways that we can do that and  
20 create benefits across all of our racing  
21 properties.

22 And I will touch on community relations, but  
23 before I do that I just want to say that our team  
24 at Harrah's Hoosier Park, we worked really hard to  
25 make sure that if anything felt normal at our



1 property, it was racing. We had Dan Patch  
2 festival, we had Caesar's Trotting Classic  
3 festival, we had the Breeders Crown. And albeit we  
4 had to operate around health and safety protocols,  
5 we worked really hard to make sure that our guests  
6 who were here for racing still had a great time and  
7 felt normalcy. As we move into 2021, we hope to  
8 bring back all of those things that we weren't able  
9 to do this year. And as we think about a theme for  
10 the 2021 racing season, I couldn't think of a  
11 better theme than it's world-class racing with  
12 Indiana roots.

13 Now for community relations, I'll stay brief  
14 on this as we presented our 2021 plan at October's  
15 meeting. But I do want to share again that  
16 Harrah's Hoosier Park and Indiana Grand combined  
17 contributed more than \$953,000 in community-driven  
18 donations. Notably, Madison and Shelby Counties  
19 combined showed an 80 percent increase year over  
20 year with more than \$256,000 in additional funds.  
21 I would like to emphasize that these figures  
22 reported do not include marketing partnerships like  
23 the Colts or the Pacers, they do not include  
24 volunteer hours, and they do not include in-kind  
25 contributions or guest sponsorships.

1 Harrah's Hoosier Park increased community  
2 relations spend 93 percent year over year with more  
3 than \$428,000. Of that, more than \$270,000 was  
4 directly spent in Anderson. Madison County as a  
5 whole realized 125 percent increase year over year.  
6 Indiana Grand increased community relations spend  
7 57 percent year over year with \$525,000. Of that,  
8 more than \$269,000 was directly spent in  
9 Shelbyville. Shelby County as a whole realized  
10 52 percent increase year over year.

11 Both properties were also able to contribute a  
12 significant amount of dollars to equine-related  
13 efforts, including new ones like Morning Dove  
14 Therapeutic Riding and the Indianapolis Police  
15 Department Mounted Patrol Unit. I'd also like to  
16 share with a bleeding heart that our Breeders Crown  
17 Charity Challenge brought in more than \$126,000 in  
18 donations to Indiana charities. And we're in the  
19 middle of our holiday fundraising initiatives our  
20 guests sponsors, our guests donate, and we will add  
21 those into our figures when the year is over.

22 I really appreciate your time today and  
23 welcome any questions.

24 CHAIRMAN BORST: Thank you. Any questions,  
25 Commission members, for Kiersten?

1           Of course, it depends on what 2021 does, but  
2           it'll be interesting to see whether people stay  
3           betting from afar or whether maybe people get  
4           hooked and they'll show up if we can get  
5           attendance. You're going to have a job trying to  
6           keep track of who the people are.

7           MS. FLINT: We'll be on our toes.

8           CHAIRMAN BORST: It'll be good information to  
9           know, will this all hold up. Don't know. We'll  
10          have to see.

11          MS. FLINT: I think that's why making sure  
12          that we're data driven and we get all of our data,  
13          make informed decisions, make sure that every  
14          dollar we spend is spent well.

15          CHAIRMAN BORST: Know who your customer is.

16          MS. FLINT: Uh-huh.

17          CHAIRMAN BORST: Any other questions?

18          COMMISSIONER SCHENKEL: Mr. Chairman, I've got  
19          one. Not sure who can best answer this. I'm just  
20          curious. By trading the Tuesday night for Sunday  
21          night racing days, what kind of competition is out  
22          there on Sunday night? You obviously must think it  
23          puts you in a better position, but I'm just curious  
24          as to are there lots of others on Sunday night  
25          versus a Tuesday or . . .?

1 MR. MOORE: Mr. Schenkel, we do believe that  
2 there are less competition on Sunday nights.  
3 Monday and Tuesday now have become loaded. We saw  
4 this year more and more tracks moving to Monday and  
5 Tuesday. Actually sometimes you'd look at a  
6 program and think the Monday and Tuesday program  
7 looked like a Friday or Saturday program. So we  
8 thought we, you know, gain some separation by going  
9 to Sunday. As Joe said, we'll be owning Sunday  
10 nights, Caesars will be, Pompano, Hoosier Park,  
11 continuing that Sunday throughout the year.  
12 Depending on what time of the year it is, you'll  
13 have your thoroughbred tracks getting over early on  
14 Sunday evening, you'll have Los Alamitos quarter  
15 horses during the evening and you may have a couple  
16 of other standardbred chronics out there,  
17 Mountaineer Park on the thoroughbred side, I think  
18 four or five signals, where on a Tuesday evening  
19 you may be looking at eight to ten signals.

20 And as Joe said, we're all in the trial and  
21 see if it works business. If it doesn't work,  
22 we'll move back to Tuesdays. As Joe said, we're  
23 graded on handle and we've got to grow handle in  
24 2021 and we thought this was one area where we  
25 could do it. If we see it's not working for

1 whatever reason, you know, we're not going to be  
2 hardheaded. We'll come back and say, hey, maybe we  
3 need to move back to Tuesday, but we'd sure like to  
4 give it a good solid chance to succeed in 2021  
5 Sunday evenings.

6 COMMISSIONER SCHENKEL: And I'm assuming your  
7 horsemen all have bought into this and you've done  
8 this all in cooperation?

9 MR. MOORE: I think it would disingenuous to  
10 say if I didn't say there are some folks not happy  
11 about Sunday racing, I mean. But, you know, we've  
12 met with president Joe Putnam, he understands, he  
13 understands this business. I do understand  
14 Sunday's a family day. But, again, it's a  
15 business. We're trying to grow that business.  
16 We're trying to be the best harness track in  
17 North America. That's our goal. And that's why  
18 we're going to try Sundays. And like I said,  
19 Vice-chairman Schenkel, if it doesn't work, you  
20 know, Joe and I will be the first to come back and  
21 tell you it doesn't and we'll switch back to  
22 Tuesdays. We'd like to give it a good honest  
23 chance to succeed.

24 COMMISSIONER SCHENKEL: Okay. Thank you.

25 MR. MOORE: Thank you, sir.

1 CHAIRMAN BORST: Okay. Any other questions?

2 Joe Morris, we go back to you. Oh, no. We  
3 got to go to Eric here. We can't forget our host.

4 MR. HALSTROM: Chairman Borst, members of the  
5 Commission, wow, that Moore/Flint combination to  
6 follow-up is a little intimidating. Next year  
7 Indiana Grand's going first on the agenda. You  
8 know, one of the neat things I think of, and Rick  
9 and Kiersten would acknowledge too, the management  
10 teams at both these companies are very close. Mike  
11 and Trent and Rick and I, I've worked with Rick  
12 forever, and Kiersten I think a lot, and Tammy's  
13 fantastic, so we enjoy each other's success and  
14 sincerely root for each other every step of the  
15 way.

16 I want to recap 2020 and let you know we do  
17 have a good story as well. We look back, Deena and  
18 I were talking just this morning back in March and  
19 thinking how many racing days are we going to get  
20 in? What's this racing season going to look like?  
21 You know, we had 120 days approved at that point  
22 but we didn't know when we were going to start.  
23 And it quickly became an evolving thing where we  
24 were on the phone, gosh, hours most days of the  
25 week and realizing that the plan that we had for

1 2020 with on-track promotions and family days and  
2 different things probably wasn't going to be where  
3 we should go this year.

4 Nobody would wish a pandemic on this world  
5 ever, but I think one thing we found here at  
6 Indiana Grand is we found our spot, which is we're  
7 going to have some select Saturdays where we have  
8 maybe quarter horse programs and some mixed  
9 programs, but we've got a day-to-day mixed meet  
10 program here that could compete with anybody during  
11 the week. And we changed our schedule to Monday  
12 through Thursday and with the real intention of  
13 kind of seeing what might happen out there and who  
14 we can compete with. Many of these tracks have  
15 been doing this for a long time. It didn't take us  
16 very long to see that we became, if not the top  
17 track out there, you know, that's what our goal is  
18 and I think next year we're going to get there.

19 But recapping a little bit. We shifted a lot  
20 of our funds and our focus from programs that we  
21 had ready to go on-track to trying to find national  
22 attention with customers. TVG has been a big help  
23 to us. On Monday to Wednesday I'd say we basically  
24 own that. Rachel was very involved. We really  
25 appreciate her time. If you watch TVG on any of

1 those days, we were just a big part of what they  
2 have.

3 And I think that as you go forward the other  
4 piece that Tammy's going to talk about some of this  
5 stuff is I've got a real belief that we've figured  
6 out social media as well. In the thoroughbred  
7 racing world social media has become very big.  
8 With the personalities we have, you know, the team  
9 that we've got, I think we're really set up for a  
10 good future here and it shows in the numbers.

11 I'll give you some just a quick snapshot. I  
12 know a lot of this is in there, but for the record  
13 or for people who might be listening at home or  
14 whatever. The handle results were incredible. And  
15 if you compared the 96 days of 2020 versus the  
16 2019, 96 days versus 120, our handle was up  
17 31 percent. By day 75 of our meet we had passed  
18 last year's total handle. If you just took a  
19 comparable 96 days from 2019, our handle was up  
20 almost 60 percent. And that stayed true.

21 Early on in the meet we were seeing lot of  
22 success and feeling very good about it and a lot of  
23 time spent, you know, talking about how things were  
24 going, but we were wondering whether that was going  
25 to last throughout the whole meet. Well, I can



1 tell you, just give you a snapshot, closing week,  
2 four days a week, which we added two of those days  
3 because we were in such good shape, our handle for  
4 those four days averaged \$3.3 million. Closing day  
5 was just shy of \$3.9 million.

6 You know, Tammy's got some really good  
7 interesting story to tell you that we're proud of,  
8 and I say this for everybody in the room. Our team  
9 has evolved a little bit over the summer too and I  
10 feel like we're really on track to really explode  
11 next year too. To your question, Chairman Borst, I  
12 think that, you know, we're heading this way as far  
13 as Indiana Grand goes (indicating). Part of it is  
14 because we've got a team here that we could take to  
15 any racetrack in America and make it better. We've  
16 got a lot of good things going here. Very, very  
17 proud of the people that I work with.

18 But when you look at some of these numbers  
19 that are coming out, we are going to dominate  
20 Monday to Thursday going forward and then we're  
21 going to start adding these days back. Let's just  
22 assume that at some point we're going to do more  
23 fun stuff at the track because that's in my blood.  
24 I really want to do that. I think we got a great  
25 combination for really being an A track Monday to

1 Thursday.

2       There's a couple things in our wagering menu  
3 that changed this year and I think both helped. We  
4 changed our Pick 5 with the cooperation of the  
5 horsemens, who the industry royal takeout is  
6 11.99 percent. That lasted as the lowest for about  
7 a week until another track stole that idea, but for  
8 most of the meet we had the lowest takeout in  
9 America. It was nothing to see a Pick 5 pool of  
10 \$100,000 on Monday, Tuesday, Wednesday. And I  
11 watched very closely as these other tracks, their  
12 Pick 5's were not there, you know. They were in  
13 the 50 range and we were day to day doubling what  
14 they were doing.

15       Pick 6, we had some trouble. The jackpot, we  
16 loved the idea. We came up with it. We thought it  
17 was a cool name. It was Straight Fire 6. That  
18 came from one of the younger members of our staff.  
19 We had some trouble getting the carry-over going,  
20 but by the end of the year it started rolling and  
21 that's when things really happened. On the closing  
22 day of the meet our Pick 6 pool that day was  
23 \$700,000. That is the biggest single pool in  
24 Indiana history from back when we started.

25       So we got some things going for next year, and

1 that's what I'd like to talk about for 2021. As  
2 you might notice as we came in today, we've got  
3 horses here. So it's a little bit different. Most  
4 years we'd be talking about when horses come back.  
5 I'd like to take one step back and really  
6 compliment our horsemen here who've just done a  
7 great job for their organizations and building  
8 Indiana racing. Mr. Martin, Ms. Bennett, and then  
9 from the thoroughbred side it's been probably more  
10 time with Joe Davis and I think since March I've  
11 not talked to anybody in the world more than  
12 Brian Elmore.

13       There's just a good plan here. We've got  
14 wintertime training going right now five days a  
15 week. We've got all the bells and whistles,  
16 clocker, starting gate, everything that we need to  
17 keep horses in training so they can ship to Turfway  
18 and then mostly be ready for our meet once we come  
19 back in April. And we're learning some stuff.  
20 Every day we figure out that we're doing some good  
21 and some that we can make better, but with the  
22 cooperation from our horsemen and understanding  
23 that we're working together this is going to work  
24 out very well, we believe.

25       Right now we got about 275 horses, which is

1 more than most expected at some point. So it's  
2 been very active out there. We had 20 horses  
3 training, getting works the other day. So there's  
4 plenty of these horses here staying fit and getting  
5 ready for the upcoming meet. And the quarter horse  
6 folks will be back. We promised them a little  
7 earlier than normal so they can get some of the  
8 two-year-olds and whatnot ready as well. So we'll  
9 make most of wintertime and see how that comes.  
10 Pretty easy to see the weather's been manageable  
11 since the end of our meet, but we'll keep working  
12 on that as we go.

13 We're talking about next year. We're back to  
14 the 120 days. We'll do that, assume that that's  
15 going to happen. Monday to Thursday because I tell  
16 you, like I said, we've got our spot. We're going  
17 to make that Indiana-owned Monday to Thursday as  
18 the years go forward and then mix in a Saturday a  
19 month basically where we're going to start doing  
20 things. Tammy's going to give you some ideas as  
21 far as what we've got for the families and Deena  
22 and Tom Linkmeyer and I were talking about fishing  
23 contests in the lake this morning and things we  
24 want to get back to where people enjoy the  
25 racetrack and it's not just sitting at home betting

1 a double or a Pick 5. So those things are coming  
2 up.

3 Purses is a big thing, and Rick brought it up.  
4 This was a tough year to figure out how this was  
5 going to start, and we started the year where we  
6 left off in 2019, and there was some leap of faith  
7 there, but the business came back very good in the  
8 casino and we could start seeing our handle grow  
9 like it was. We found ourselves in good shape. I  
10 told you we added those couple days in November and  
11 then started adding races and, you know, it was  
12 good for everybody. The more races that we had, it  
13 was good for the horsemen, it was good for us.

14 And there's plenty of days where we'd have 12  
15 races between the two breeds and I would think over  
16 120 days is probably not that. We had enough  
17 coming out of that. Good news is we have an  
18 underpayment of both breeds, we've got options to  
19 talk about for next year, we got some cushion to  
20 weather, you know, little bit of a rough moment in  
21 the state in terms of gaming and whatnot. So  
22 there's hope here.

23 And we've got stakes program that you see one  
24 in your book there. That's not exactly what it  
25 was. That was more of a placeholder, but we're

1 going to go something back towards probably 2019.  
2 Change some of the purses around and maybe lower  
3 some here and there as we try to add another  
4 program or another division. For the most part  
5 we're going to try to get back to a normal 120-day  
6 meet that isn't compressed and we can run as many  
7 of these stakes as what we'd normally like to do.

8 Hope to have that schedule finalized by early  
9 January because we've got a condition book that's  
10 right around the corner. Sometime mid to late  
11 January you got to have that condition book ready  
12 to go out. I can tell you that the interest  
13 nationally and just from people that I know and  
14 calls, our new director of racing, Chris Polzin, is  
15 very intune with his job at Arlington for all those  
16 years. We're getting plenty of calls. We have no  
17 trouble filling those stalls and whatnot for next  
18 year. Very exciting in our mind of what we can do  
19 next year with 120 full days. And then there are  
20 stall applications we do probably early February  
21 where we try to accommodate as many folks as we  
22 can.

23 That kind of rolls into our capital, where I'm  
24 sure you're aware but we've got a new barn coming.  
25 Very unlikely that it'll be ready by April 13;

1 however, somewhere in the meet we'll have another  
2 105 stalls to use and that will help as well.  
3 50 dorm rooms that will be coming along with that.  
4 I think we need more as we have right now, add  
5 another 100 stalls and we definitely need more dorm  
6 rooms.

7 Joe mentioned winterizing barns, heat taping  
8 the water lines, doing things like that. We've got  
9 a Eurocizer coming. Final stages of permitting by  
10 the City where sometime hopefully in the month  
11 we'll have the option for the horsemen to use a  
12 Eurocizer back there when the track might not be  
13 capable based on the weather. And that can be used  
14 year round too. When you throw all that in, it's  
15 about \$3.5 million of projects that are going to be  
16 put into place here at Indiana Grand between now  
17 and the next time we have this meeting next year.

18 So we've got a lot of great things to look  
19 forward to here. I'm super impressed with the  
20 people that I've worked with. I'd be remiss if I  
21 didn't tell the Commissioners and Chairman Borst,  
22 you should be very proud of your staff. They held  
23 lot of things in line. I personally mentioned  
24 Deena, Tom, and Noah, Jessica very much so who, you  
25 know, saw a pothole coming our way and helped us

1 sidestep those things and those things didn't go  
2 lost. Very appreciative of that, you know. Our  
3 horsemen, I couldn't say enough. A rough moment  
4 here, they worked whatever they needed to do.  
5 Brian mentioned it wasn't the funnest year he and I  
6 have ever had in our history of working together,  
7 but, you know, these things get better and the  
8 world's going to turn around and we're going to  
9 have a good year next year.

10 I'll take any questions, but I'd really like  
11 Tammy to come first if that's okay. She's got some  
12 great marketing stuff that I'd really like for her  
13 to be able to talk to.

14 CHAIRMAN BORST: That's fine.

15 MS. KNOX: Good morning and thank you to the  
16 Racing Commission for allowing me to talk about  
17 race marketing here at Indiana Grand. And I think  
18 the word from 2020 has been adapt, so that's what  
19 we did.

20 Looking at 2020 highlights, our social media  
21 numbers skyrocketed. We became one of the premier  
22 tracks via social media that Monday through  
23 Thursday time slot. And between Racing Rachel,  
24 Nancy Holthus who's our paddock analyst,  
25 Bill Downes who's our track announcer, and then



1 Martha Claussen who's our quarter horse racing  
2 analyst, between all of them we have more than  
3 18,000 followers on Twitter. And they were very  
4 relevant, they were very active, and we believe  
5 that it attributed directly to our bottom dollar  
6 and our wagering dollars here at Indiana Grand this  
7 year.

8       Because of the restrictions we had to tweak  
9 our daily racing contest, so we did an experiment.  
10 We went online with a contest on Mondays, had a  
11 very good response, we averaged 80 people. We were  
12 only going to hold it until the people came back to  
13 the track. It was so popular we continued to have  
14 it the rest of the season, and there were many  
15 weeks we had over 100 people all across the  
16 United States playing in our contest online. So  
17 that was pretty cool.

18       And we also had to tweak our advertising. We  
19 moved our advertising toward racing-related venues,  
20 and for the first time we had two buys on two  
21 quarter horse racing sites. So that was pretty  
22 neat to add into our schedule.

23       And we continued our partnerships with QHRAI,  
24 Indiana HBPA, and ITOBA as much as we could in  
25 2020, and we look forward to moving forward with

1 that in 2021.

2 Now some numbers. 2021 spend compared we went  
3 back to 2019 so that it's a little more balanced.  
4 Our actual spend in 2019 for paid media was  
5 \$399,000. We'll increase that to \$445,000 in 2021.  
6 Promotions and events in 2019 was \$493,000. We'll  
7 increase that to \$542,000 in 2021. And with  
8 sponsored media increasing from 2019's \$163,000 to  
9 \$179,000 in 2021.

10 Some of the promotions and changes that we  
11 have on tap in 2021, we'll place a spotlight on  
12 Thursday evening racing. We're going to start an  
13 hour later and we hope to capture that after work  
14 crowd that comes in about 6:00, so we'll put some  
15 promotions and some contests to start at that time.  
16 And then we'll move some of our popular events,  
17 such as International Fest and Boots 'N Brews and  
18 Empire of Hope, those sort of things, on Thursday  
19 evenings. And then on our eight Saturdays in 2021  
20 we'll bring in some of our bigger events that we  
21 had planned for this year that we had to postpone,  
22 and that includes our wiener dog races and our  
23 exotic animal races, which will include the  
24 ostriches, the camels, and the zebras. So we're  
25 looking forward to hosting that. And then we also

1 have on tap a cornhole contest, and we hope to  
2 break the Guinness Book of World Records for having  
3 the most contenders come out. That'll be over  
4 Independence Day weekend in early July.

5 And our signature races, our Indiana Derby,  
6 Caesars Stakes, Indiana Champions on thoroughbred  
7 side, and then on the quarter horse side the  
8 Miss Roxie Little Futurity, the Jaguar Rocket  
9 Futurity, and then the SSA Derby and Futurity will  
10 add some events as always to those to beef those up  
11 for those days.

12 Our marketing spend and targets for 2021, we  
13 are actually showing an increase of 11.19 percent  
14 overall and our marketing budget will be \$1,499,000  
15 compared to \$1,348,000. And our sponsorships show  
16 a 25 percent increase, paid media shows an  
17 11.38 percent increase, sponsored media 10 percent  
18 increase, promotions and events 9.99 percent  
19 increase. And this is directly related to our  
20 additional coverage on TVG and TwinSpires. Those  
21 kind of things are really expensive, so that is  
22 directly related to trying to beef up all those  
23 added advertising options. For those ADW players  
24 we hope to increase that audience by 10 percent in  
25 2021 and our target to increase our total live

1 export handle is 5 percent increase in 2021.

2 Our Caesars Rewards, we currently have 1,321  
3 racing-dominant guests in our Caesars Rewards  
4 program and we hope to increase that number by  
5 30 percent, which would be 400 new racing-related  
6 people in 2021. I think that's very doable. We're  
7 exploring ways to capture some of our new online  
8 followers that we found in 2020, and we'll do that  
9 through the Caesars Rewards app and on-track  
10 sign-ups. And then just this morning Caesars  
11 announced that there's an incentive program for  
12 people to sign up through the website, so we will  
13 definitely use that to our advantage.

14 And I'm going to close with just community  
15 relations impact. I'm going to kind of reinforce  
16 what Kiersten said earlier. As a member of the  
17 community relations team and a Shelbyville  
18 resident, I can't tell you how much of an impact  
19 we've made this year just in the Shelby County area  
20 alone and it's been so rewarding to be involved in  
21 that and it's been life changing in certain few  
22 areas. A lot of people are really struggling right  
23 now because of, you know, limited funds in 2020, so  
24 I'm very proud to be part of that team and I thank  
25 our senior leadership team for reinforcing our

1 community impact in 2020.

2 And on the equine-related force, we've been  
3 able to increase support by leaps and bounds and  
4 the racehorse after-care, therapeutic riding  
5 initiatives, PDJF, which is the  
6 Permanently Disabled Jockey Fund, and the equine  
7 research have all had a surge in support from  
8 Indiana Grand. We're already working on events for  
9 2021 to continue the support and that will affect  
10 organizations such as Friends of Ferdinand,  
11 Thoroughbred Aftercare Alliance,  
12 Tri-state Thoroughbred Rehab & Rehome, PDJF, and  
13 then the Grayson-Jockey Club Equine Research  
14 Foundation, along with Horse-Angels from the  
15 quarter horse side of things.

16 So we're excited to get started on that. As a  
17 marketer I'm ready to get back to work. I'm kind  
18 of going crazy right now because I like to do  
19 promotions and events. And we hope to give it a  
20 run for the money in 2021. That's our theme for  
21 2021. So at that point, if anybody has any  
22 questions.

23 CHAIRMAN BORST: Any Commissioners, questions?  
24 Staff questions?

25 You did well.

1 MS. KNOX: All right. Thank you.

2 MR. HALSTROM: Thanks.

3 CHAIRMAN BORST: Okay. Now, Joe Morris, do  
4 you have any wrap-up or is that it?

5 MR. MORRIS: Yes. Thank you, Mr. Chairman.  
6 Back in July Tom Reeg, Anthony Carano, and myself  
7 stood before you. You were very clear on what you  
8 expected from us and the gold star standard and  
9 what you expected from us. We listened. We've had  
10 a good year. I can't promise to you that we will  
11 get everything right, but I can absolutely promise  
12 to you we won't get it wrong because we didn't try.  
13 We will try and we will continue to try.

14 The teams are in place. We've committed to  
15 the teams. We've tweaked them some. We have  
16 continued to develop our team. We will support our  
17 teams. We will continue to develop our  
18 relationship with our horsepeople and with your  
19 Commission Staff. As I said earlier, it's a very  
20 impressive group to work with.

21 The one thing for sure, together we are better  
22 than any of us would be individually. We had a  
23 great year for 2020 and I think this plan and  
24 following this plan you'll see the way it's set up  
25 with the targets, it's very measurable. We will

1 measure ourselves in '21 and I expect to have a  
2 better year in '21 than we did in 2020.

3 Thank you for your consideration of the 2021  
4 plan. And thank you to the team. You guys did a  
5 good job presenting that plan. I appreciate that.

6 CHAIRMAN BORST: All right. Are there any  
7 other members in the audience that have any  
8 questions or comments on the operational plan?  
9 Think you've all had a chance to work with both  
10 tracks on it, but just in case something new came  
11 up.

12 Well, I think, Joe, you did accomplish all the  
13 things that we asked you to do for the plan and,  
14 like I said, I read it three times just to make  
15 sure and think, oh, did they do, yeah, they did, or  
16 did they do that, yeah, they did. So good job.  
17 There's a lot in there to read.

18 Okay. So I guess we're ready for a motion for  
19 approval of the operating plan.

20 COMMISSIONER ESTES: So moved.

21 COMMISSIONER SCHENKEL: Second.

22 CHAIRMAN BORST: Moved and seconded. I guess  
23 we'll go to a roll-call vote.

24 MR. JACKSON: Chairman Borst.

25 CHAIRMAN BORST: Aye.

1 MR. JACKSON: Vice-chairman Schenkel.

2 COMMISSIONER SCHENKEL: Before I vote, let me  
3 say to Joe and his team thank you. Just a comment  
4 from the standpoint of you're right, we did put the  
5 onus on you folks and we asked and demanded in  
6 effect a lot of things of you, and little did we  
7 know at the time how difficult it was going to be  
8 under such unusual circumstances. So thank you all  
9 for the job that you've done and we look forward to  
10 going forward. And we will keep watching and keep  
11 on top of things, but thank you for the great  
12 effort that you've all made and the results that  
13 you generated. You've done a great job for the  
14 Commission, for the state of Indiana, and for horse  
15 racing. So thank you.

16 I vote aye.

17 MR. JACKSON: Thank you. Commissioner Pillow.

18 COMMISSIONER PILLOW: Aye.

19 MR. JACKSON: Commissioner McCarty.

20 COMMISSIONER McCARTY: Aye. And I too thank  
21 you.

22 MR. JACKSON: And Commissioner Estes.

23 COMMISSIONER ESTES: Aye.

24 MR. JACKSON: Thank you.

25 CHAIRMAN BORST: Thank you. Passes



1 unanimously.

2           Okay. No. 6 is Consideration and approval of  
3 Indiana Grand's (Centaur Acquisition, LLC) permit  
4 renewal application for 2021.

5           Do we need any more presentation? I guess we  
6 kind of heard it on the last one. I don't know  
7 whether you've got anything else you want to add,  
8 Eric, or not or whether you're good.

9           MR. HALSTROM: Nothing else to add,  
10 Commissioner.

11           CHAIRMAN BORST: Now, we're also going to  
12 consider the racing dates, the live dates and then  
13 also the satellite Clarksville facility. If I  
14 remember right, didn't we split those votes up or  
15 can we do them all in one?

16           MR. JACKSON: I would separate them by the  
17 tracks but they can be done as one vote for each.

18           CHAIRMAN BORST: Okay. Any Commission members  
19 have any questions, comments on the permit renewal  
20 of Indiana Grand?

21           Seeing none, do we have a motion and a second?

22           COMMISSIONER ESTES: So moved.

23           COMMISSIONER McCARTY: Second.

24           MR. JACKSON: Excuse me. Just a motion to  
25 approve the permit, a motion to approve the

1 requested race dates, and then a motion to approve  
2 the Clarksville OTB.

3 CHAIRMAN BORST: All in one?

4 MR. JACKSON: Yes.

5 CHAIRMAN BORST: I think that's what  
6 Commissioner Estes was saying.

7 MR. JACKSON: Okay. Thank you.

8 COMMISSIONER ESTES: Motion to approve all  
9 three.

10 MR. JACKSON: Thank you.

11 CHAIRMAN BORST: And I think our second  
12 seconded the same thing too.

13 Okay. Hopefully everybody understands. I  
14 guess we're ready for the roll-call vote.

15 MR. JACKSON: Chairman Borst.

16 CHAIRMAN BORST: Aye.

17 MR. JACKSON: Vice-chairman Schenkel.

18 COMMISSIONER SCHENKEL: Aye.

19 MR. JACKSON: Commissioner Pillow.

20 COMMISSIONER PILLOW: Aye.

21 MR. JACKSON: Commissioner McCarty.

22 COMMISSIONER McCARTY: Aye.

23 MR. JACKSON: And Commissioner Estes.

24 COMMISSIONER ESTES: Aye.

25 MR. JACKSON: Thank you.

1 CHAIRMAN BORST: Great. Thank you. All  
2 passes unanimously.

3 Next on the agenda is Consideration and  
4 approval of Harrah's Hoosier Park permit renewal  
5 application for 2021.

6 Anything else to add?

7 MR. MOORE: No, Chairman.

8 CHAIRMAN BORST: Think you guys set it all out  
9 there.

10 Okay. If there's no Commissioner questions,  
11 motion and second for all three.

12 COMMISSIONER SCHENKEL: Move approval.

13 COMMISSIONER ESTES: Second.

14 CHAIRMAN BORST: And that's also for the  
15 racing dates and New Haven and Indianapolis  
16 satellite facilities.

17 Okay. It's been moved and seconded.  
18 Roll-call vote.

19 MR. JACKSON: Chairman Borst.

20 CHAIRMAN BORST: Aye.

21 MR. JACKSON: Vice-chairman Schenkel.

22 COMMISSIONER SCHENKEL: Aye.

23 MR. JACKSON: Commissioner Pillow.

24 COMMISSIONER PILLOW: Aye.

25 MR. JACKSON: Commissioner McCarty.

1 COMMISSIONER McCARTY: Aye.

2 MR. JACKSON: And Commissioner Estes.

3 COMMISSIONER ESTES: Aye.

4 MR. JACKSON: Thank you.

5 CHAIRMAN BORST: It all passes unanimously.

6 Thank you all. Great presentations.

7 Next on the agenda is Review and approval of

8 the following Indiana Horse Racing Commission

9 Emergency Rules. Deena, you want to start off?

10 MS. PITMAN: Sure. Thank you. Commissioners,

11 if I may, I wanted to remind you --

12 CHAIRMAN BORST: I'm not sure your

13 microphone's on. You might tap it.

14 COMMISSIONER SCHENKEL: I can hear her.

15 CHAIRMAN BORST: Can you hear her?

16 COMMISSIONER SCHENKEL: I hear her fine.

17 CHAIRMAN BORST: Good.

18 MS. PITMAN: Thank you. I wanted to remind

19 you that I started off the 2020 year by advising

20 you of additional ARCI rule recommendations that

21 would be coming in front of the Commission this

22 year with a 2021 effective date. Most of them

23 relate to new industry practices, which are heavily

24 weighted towards tracking animal welfare, equine

25 medication administration, and trainer practices.

1 I met and shared drafts of this information  
2 with the four horsemen's groups in late February to  
3 give them a heads up regarding future industry  
4 changes coming. The rules being proposed here  
5 today are the recommended ARCI model rules that  
6 have been added to aid the industry in its  
7 continuing goal to offer more protections for our  
8 equine athletes and additional safety for jockeys.

9 These rules have been public since  
10 December 2019. In February of this year Commission  
11 Staff organized meetings with representatives from  
12 the ISA, HBPA, QHRAI, and Indiana Grand's  
13 regulatory veterinarian, Dr. Hardy, to review these  
14 rules and better understand how the rules would  
15 affect current training practices. During this  
16 meeting I discussed my plan for holding off on  
17 implementing these rules in Indiana until December  
18 to give horsemen plenty of time to establish new  
19 training and treatment protocols that would enable  
20 them to operate under the new regulations. With  
21 many of the rules targeted towards flat racing, we  
22 held a secondary meeting with the thoroughbred and  
23 quarter horse representatives approximately three  
24 weeks prior to the end of the Indiana Grand race  
25 meet to again remind all about the upcoming

1 proposed rules.

2 December is here and these rules have been  
3 passed already by some racing jurisdictions.  
4 Kentucky passed most of these same rules in August  
5 and as of yesterday passed the clenbuterol  
6 prohibition rule as well. I will rely on others to  
7 confirm, but I believe Kentucky provides the  
8 largest number of ship-ins to the Indiana Grand  
9 race meet. So theoretically some of the horses  
10 racing in Indiana during August, September,  
11 October, and November were already racing in  
12 Kentucky under these new rules. Other racing  
13 jurisdictions have chosen to implement the rules as  
14 house rules at the racetrack level and some states  
15 it's more cumbersome and will take longer to pass.

16 With this reminder out of the way, I defer to  
17 Noah to take it from here.

18 MR. JACKSON: Thank you. The rules that you  
19 have on your sheet in your booklet will be  
20 submitted to LSA as one document,  
21 Legislative Services Agency, to be put into effect  
22 as soon as they're approved and submitted. And  
23 they are separated by breed on the agenda, but we  
24 can take a motion for approval for all of the rules  
25 as one unless one needs to be modified or removed

1 from the list. So we can do that as one motion and  
2 vote. Thank you.

3 CHAIRMAN BORST: Are there any members out  
4 here in the public who'd like to speak to any of  
5 these rules, proposed rule changes?

6 MR. ELMORE: Thank you, Mr. Chairman.  
7 Brian Elmore, Indiana HBPA. I think Deena and Noah  
8 did do an excellent job coming around talking to  
9 all the trainers and the industry was put on notice  
10 about this could be coming down the line, kind of  
11 expected it. I'm not exactly sure if there's any  
12 modifications that have been made to what was  
13 proposed from the feedback you requested. I didn't  
14 know if there was any modification.

15 To be honest, I'm probably the least qualified  
16 person to speak to medications. I graduated from  
17 Sullivan High School down in Sullivan County,  
18 Indiana, and there's still yet to be a Rhodes  
19 scholar coming out of Sullivan County. And so many  
20 of these medications, I can't even pronounce them.

21 Just a quick history lesson -- and not to tell  
22 my age -- 45 years ago when I used to train horses  
23 and race them, one day I was in the paddock. I sat  
24 on the horse that tended to be a little erratic.  
25 But if he saddled good, I'd pull out a sugar cube

1 out of my pocket, give it to the horse, okay,  
2 settled him down. If he did good, got a surprise,  
3 you know, treat. Paddock judge came up to me and  
4 said, sir, what are you doing. I said, well, my  
5 horse difficult to saddle, today saddled well, so  
6 he gets a treat. He said, well, let's see those.  
7 What is it? Sugar cube. Would you like it? He  
8 said yeah, so he takes it, puts it in his mouth,  
9 chews it up. Sugar cube, okay.

10 Jockey comes out to get on the horse, leg him  
11 up. And no offense to my friend at the quarter  
12 horse but it was a quarter horse. I'm just saying.  
13 No reflection upon them. I go leg the jockey up  
14 and I say now listen when we break, we're going to  
15 break on top and you just keep on, you ride this  
16 horse as far as you can. There ain't no horse  
17 going to catch him. But the last 50 yards if you  
18 hear something coming, don't worry about it, it's  
19 just the paddock judge.

20 Okay. So that's how this industry has changed  
21 medicine-wise. And I know Dr. Hardy's here today  
22 and I have the utmost confidence in his  
23 recommendations and all. But I guess I'm here also  
24 while we're talking about it, we in this room, all  
25 of us in this room have a serious fight that's



1 going on in Washington, D.C. Senator Mitch  
2 McConnell's bill, the HISA bill, it looks like it's  
3 going to get attached to a bill that has to pass at  
4 the end of the year. And it's not right. It's  
5 absolutely not right what they're doing. They're  
6 going to take a lot of the powers away from the  
7 state and they're going to do it at the national  
8 level and then on the medication you're at the  
9 national level you go to civil court. The  
10 procedures are totally different.

11 Is that not correct, Noah? Whereas in Indiana  
12 you go to an ALJ?

13 MR. JACKSON: They look to implement a system.  
14 We don't know exactly what it'll look like, but  
15 that's the thought, yes, based on the legislation.

16 MR. ELMORE: And there's no way that we know  
17 of yet how they're going to fund that?

18 MR. JACKSON: Funding is not covered in the  
19 bill and to my knowledge they've not really given a  
20 full explanation of how the entity will be funded.

21 MR. ELMORE: We've yet to see that when the  
22 Feds get involved anything's going to be better off  
23 for us. We'd rather control it at the state level,  
24 just so everybody knows.

25 And the bottom line is this that I want to

1 say: Pandemic year. Tammy said people are  
2 struggling. Horsemen are struggling. We've lost  
3 a few this year. We've lost a few. Please do  
4 everything you can to not let there be more cost  
5 incurred to the trainers and owners. Because every  
6 time there's another bang on them, 25 or 30 or 50,  
7 it's going to take away owners and the owners start  
8 to leave the people buying the horses are going to  
9 start to leave and then the breeding. I mean, this  
10 is our biggest worry right now is what's going on  
11 in Washington, D.C.

12 But I thank you for allowing us to submit a  
13 letter, you know, on just thoughts on this.  
14 Basically that's all I had to say, sir.

15 MS. PITMAN: And, Brian, your letters have  
16 been shared with the Commissioners.

17 MR. ELMORE: Okay. Thank you.

18 CHAIRMAN BORST: And we were thoroughly  
19 prepared to talk to both United States Senators,  
20 give them the information. Matter of fact, one of  
21 them may have already got the information. We were  
22 ready to go as soon as we heard what they were  
23 going to do. Well, now the game changed, as you  
24 said, and if it gets stuck in the funding bill,  
25 it's not the way government should run. You're

1 right.

2 MR. ELMORE: Exactly. I believe what we need  
3 to do is continue to work on those Senators in the  
4 event, who knows, things can change.

5 CHAIRMAN BORST: That's true.

6 MR. ELMORE: I mean, I'm wearing this blue  
7 jacket, you know, in support of the Democrats but  
8 yet my tie is a Donald J. Trump tie, so I'm playing  
9 the middle right now just in case it goes either  
10 way, okay.

11 CHAIRMAN BORST: You're covered.

12 MR. ELMORE: Yeah, I'm covered.

13 CHAIRMAN BORST: Thank you. Any other  
14 comments on the rules? Not sure what that had to  
15 do with the rules, but you had a good point.

16 MR. JACKSON: Mr. Chairman, to Mr. Elmore's  
17 point, we did modify one rule based on the feedback  
18 from the horsemen. The exercise rule was changed  
19 from a 180-day layoff to a 240-day layoff, which  
20 was recommended by and requested by HBPA and the  
21 horsemen.

22 CHAIRMAN BORST: Okay. Any Commissioners,  
23 questions on any of the rules?

24 If not, can we have a motion and a second?

25 COMMISSIONER SCHENKEL: Mr. Chairman, I'd ask

1 Deena or Noah. By us adopting these rules --  
2 again, I think I know the answer -- but how does  
3 this compare us to the surrounding states where  
4 we've got horses shipping in and out, so forth?

5 MR. JACKSON: So Kentucky has adopted the  
6 majority of these rules already. Some of the other  
7 neighboring commissions have not yet. I know that  
8 Minnesota has adopted a couple -- obviously they're  
9 not a direct neighbor -- and I'm not sure if Ohio  
10 and Illinois have them on their agenda to adopt but  
11 I believe both of those states have to go through a  
12 full rule-making process with the involvement of  
13 the legislature so we expect them to be a little  
14 bit slower than us being able to adopt through an  
15 emergency rule process.

16 COMMISSIONER SCHENKEL: Thank you.

17 CHAIRMAN BORST: It's going to be strange,  
18 that's for sure, if this Federal thing goes through  
19 because, like you say, how are they going to cover  
20 this whole country and how are they going to be  
21 nimble to change things. It's not going to be  
22 easy.

23 Okay. Do we have a motion and a second on  
24 these emergency rules?

25 COMMISSIONER ESTES: So moved.

1 COMMISSIONER SCHENKEL: Second.

2 CHAIRMAN BORST: Moved and seconded.

3 Roll-call vote.

4 MR. JACKSON: Thank you. Chairman Borst.

5 CHAIRMAN BORST: Aye.

6 MR. JACKSON: Vice-chairman Schenkel.

7 COMMISSIONER SCHENKEL: Aye.

8 MR. JACKSON: Commissioner Pillow.

9 COMMISSIONER PILLOW: Aye.

10 MR. JACKSON: Commissioner McCarty.

11 COMMISSIONER McCARTY: Aye.

12 MR. JACKSON: And Commissioner Estes.

13 COMMISSIONER ESTES: Aye.

14 MR. JACKSON: Thank you.

15 CHAIRMAN BORST: Okay. They all pass

16 unanimously.

17 Next is Racetrack winter training update from  
18 Harrah's Hoosier Park. Who's going to handle that?  
19 Anybody? Is that a Joe thing or a Rick thing?

20 MR. MORRIS: Rick, you want to take that?

21 CHAIRMAN BORST: I'm not sure. Does this  
22 require a vote?

23 MR. JACKSON: So the winter training plans  
24 needed to be approved, so we have a winter training  
25 plan from Indiana Grand that would require approval

1 and then a waiver request at Hoosier Park that we  
2 will require approval of.

3 CHAIRMAN BORST: So we will need the vote?

4 MR. JACKSON: Yes.

5 MR. MOORE: Give you a little background on  
6 the waiver that was asked for. We worked in  
7 conjunction with the Indiana Standardbred  
8 Association and I actually wrote a letter to Joe  
9 and asked him to share it with his board at the  
10 ISA. And in my letter I said, you know, it sounds  
11 somewhat self-serving, and in an extent it was,  
12 that we ask the ISA to ask the Commission to not  
13 have to have winter training. But we were more  
14 concerned and truly more concerned with the folks  
15 that have built training centers in the  
16 Madison County and surrounding areas, standardbred  
17 training centers, and their business plan was based  
18 on having full stables, particularly during the  
19 off-season, the three or four months when horses  
20 are away from Hoosier Park. We were very concerned  
21 about the folks that had invested in many cases  
22 millions of dollars. And that was our reason.

23 I think the way the language was -- I don't  
24 want to use a bad word -- misconstrued, but I think  
25 the concern for winter training was actually for

1 the thoroughbreds. It didn't get written that way,  
2 it got written to include all breeds, but I think  
3 the winter training that got set into rule form or  
4 statute form was for the thoroughbreds and it was  
5 never really intended for standardbreds. And I  
6 think Joe Putnam would agree with that.

7 So I think it was two things. First, I don't  
8 think that the rule, the statute was ever directed  
9 toward standardbred winter training but more so  
10 directed for thoroughbred training here at Harrah's  
11 Hoosier Park. Secondly, there's a lot of people  
12 who got a lot of money at stake in training they  
13 built and emptying out those training centers for  
14 three or four months of the year would be  
15 devastating to them.

16 So that's the background on the waiver.

17 CHAIRMAN BORST: Yes. And ISA agrees with  
18 you?

19 MR. MORRIS: The idea on the winter training  
20 was to keep horsemen from leaving the state and  
21 that Indiana Grand, they didn't have the network of  
22 training facilities around and left the state.  
23 They leave the state, there's a chance they might  
24 not come back. Up at Hoosier there is a training  
25 center, 600 stalls at Hoosier, 670 stalls just

1 right out in our greater area, greater Anderson  
2 area. So they have places to go. They don't leave  
3 the state.

4 When we wrote the requirements on winter  
5 training, Hoosier got written into it but was never  
6 in the spirit of those conversations. So we need  
7 those stalls desperately to conduct our summer meet  
8 and business.

9 CHAIRMAN BORST: Okay. Any questions by  
10 Commission members?

11 I guess the vote would be on the relief for  
12 Harrah's Hoosier Park and then the winter training  
13 plan for Indiana Grand?

14 MR. JACKSON: I would suggest handling both  
15 separately.

16 CHAIRMAN BORST: Okay. So if there's no  
17 questions, I guess we would need a motion and a  
18 second on the relief for Harrah's Hoosier Park.

19 COMMISSIONER ESTES: So moved.

20 COMMISSIONER McCARTY: Second.

21 CHAIRMAN BORST: Been moved and seconded, and  
22 that would grant them relief then from having to do  
23 it since there's already places to go. Roll-call  
24 vote.

25 MR. JACKSON: Thank you. Chairman Borst.



1 CHAIRMAN BORST: Aye.

2 MR. JACKSON: Vice-chairman Schenkel.

3 COMMISSIONER SCHENKEL: Aye.

4 MR. JACKSON: Commissioner Pillow.

5 CHAIRMAN BORST: Can't hear you. I can see  
6 you.

7 COMMISSIONER SCHENKEL: Hit your mute button,  
8 George.

9 COMMISSIONER PILLOW: Oh. I said aye. I'm  
10 sorry.

11 MR. JACKSON: Commissioner McCarty.

12 COMMISSIONER McCARTY: Aye.

13 MR. JACKSON: Commissioner Estes.

14 COMMISSIONER ESTES: Aye.

15 MR. JACKSON: Thank you.

16 CHAIRMAN BORST: It passes unanimously.

17 So then the next motion would be for the plan  
18 for Indiana Grand; is that correct?

19 MR. JACKSON: Yes, sir.

20 CHAIRMAN BORST: Motion and a second.

21 COMMISSIONER ESTES: So moved.

22 COMMISSIONER McCARTY: Second.

23 CHAIRMAN BORST: Been moved and seconded.

24 Roll-call vote.

25 MR. JACKSON: Chairman Borst.

1 CHAIRMAN BORST: Aye.

2 MR. JACKSON: Vice-chairman Schenkel.

3 COMMISSIONER SCHENKEL: Aye.

4 MR. JACKSON: Commissioner Pillow.

5 COMMISSIONER PILLOW: Aye.

6 MR. JACKSON: Commissioner McCarty.

7 COMMISSIONER McCARTY: Aye.

8 MR. JACKSON: And Commissioner Estes.

9 COMMISSIONER ESTES: Aye.

10 MR. JACKSON: Thank you.

11 CHAIRMAN BORST: Thank you all. Passes  
12 unanimately.

13 Next on the agenda is Review and consideration  
14 of Racing Capital Fund Committee expenditures  
15 approved and submitted by the Fund committee  
16 members, which we've covered in the plan too a  
17 couple times but maybe there's more to be said. Is  
18 that Joe Morris, you going to lead off on that one?

19 MR. MORRIS: Yeah. It's all in the plan. We  
20 started this RCFAC committee, we put the policies  
21 in. It's made up of myself, Rick, Eric, and then  
22 Joe Davis and an alternate Paul Martin and  
23 Joe Putnam. We have had the formal meetings.  
24 We've adopted the policies. We've adopted the  
25 board members all in a formal way. And then we

1 have come up collaboratively with the projects and  
2 we have worked with our horsemen's groups as well  
3 as Deena and Tom and, you know, out on the back  
4 stretch everybody's in agreement on it. Some of  
5 the prices are estimates. The funds will be funded  
6 by January 1. As I said, everything is in the  
7 plan. It's been a collaborative effort for  
8 everybody. How do we move the fences so we don't  
9 disrupt other horses in the barn area. So it's a  
10 well thought out plan and it's the first in the  
11 \$25 million capital.

12 CHAIRMAN BORST: So has the fund already been  
13 monetized or is it not quite all the I's dotted and  
14 T's crossed?

15 MR. MORRIS: The paperwork is getting signed  
16 now -- Noah's been part of that process -- and  
17 it'll be funded before January 1. Having said  
18 that, we've made some payments. We've made the  
19 down payment at Indiana Grand and we've made a  
20 payment on the winterizing the barn. So we'll pay  
21 ourselves back as that happens. But it'll be set  
22 up in a trust.

23 CHAIRMAN BORST: Okay. Any Commission member  
24 questions?

25 COMMISSIONER SCHENKEL: The only question I

1 had, Mr. Chairman, is if we go back to their  
2 summary that we approved earlier, the grand total  
3 that they had there was \$3.5 million, this is  
4 3.375.

5 CHAIRMAN BORST: Think it was more than that.

6 COMMISSIONER SCHENKEL: Which one are we  
7 approving? We approved 3.5 in effect earlier when  
8 we adopted their operating plan and this says  
9 3.375.

10 CHAIRMAN BORST: There's two different ones.  
11 There's one for each track. Do we need to vote  
12 each track?

13 COMMISSIONER SCHENKEL: Oh, I see. I'm sorry.  
14 I see the difference now. The other one includes  
15 \$137,900 of the mandatory thing. So okay, got you.  
16 They match. They match. Sorry.

17 CHAIRMAN BORST: Keep your eyes on it. That's  
18 good.

19 Should we vote separately?

20 MR. JACKSON: They can be voted the same. The  
21 final order calls for Commission approval of all  
22 expenditures over \$50,000, so at this time  
23 Commission Staff would just recommend approval of  
24 all expenditures on the list over \$50,000.

25 CHAIRMAN BORST: And there's a few of those,

1 so I think we will do that.

2 Okay. Any other questions on the fund? It's  
3 a great fund, great idea.

4 I guess we're ready for a motion and a second.

5 COMMISSIONER SCHENKEL: So moved. Move  
6 acceptance.

7 COMMISSIONER ESTES: Second.

8 CHAIRMAN BORST: Moved and seconded. We'll go  
9 to the roll-call vote.

10 MR. JACKSON: Thank you. Chairman Borst.

11 CHAIRMAN BORST: Aye.

12 MR. JACKSON: Vice-chairman Schenkel.

13 COMMISSIONER SCHENKEL: Aye.

14 MR. JACKSON: Commissioner Pillow.

15 COMMISSIONER PILLOW: Aye.

16 MR. JACKSON: Commissioner McCarty.

17 COMMISSIONER McCARTY: Aye.

18 MR. JACKSON: Commissioner Estes.

19 COMMISSIONER ESTES: Aye.

20 CHAIRMAN BORST: Passes unanimously.

21 Next on the agenda is the Review and  
22 consideration of license renewal applications for  
23 2021 Secondary Pari-Mutuel Organization (SPMO) for  
24 the following companies: Churchill Downs  
25 Technology Initiatives Company (doing business as

1 TwinSpires), Television Games Network (doing  
2 business as TVG Network/owned by FanDuel Group),  
3 Premier Turf Club (doing business as BetPTC),  
4 Xpressbet (subsidiary of Stronach Group Company),  
5 and then AmWest Entertainment.

6 Noah?

7 MR. JACKSON: Thank you.

8 Commissioners, at last year's meeting on  
9 December 3, we unanimously voted to approve the  
10 licenses SPMOs listed for this agenda item. The  
11 license term is one year and Commission Staff  
12 requested approval for licensure to begin on  
13 January 1 of 2020. Staff has reviewed each of the  
14 renewal applications and determined that they are  
15 substantially compliant with IHRC regulations.

16 Additionally, Staff has continued its contract  
17 with the Thoroughbred Racing Protective Bureau to  
18 review daily wagering data provided by each of the  
19 SPMOs. Thoroughbred Racing Protective Bureau has  
20 allowed Staff to review daily wagering data on a  
21 granular level closer than ever before.

22 Staff has also been the contact with the  
23 Oregon Racing Commission, which has set itself up  
24 as a foremost authority on ADW operations,  
25 including requiring yearly audits and maintaining

1 strict licensure requirements for each of the SPMOs  
2 applying for renewal. With that said, each of the  
3 SPMOs requesting renewal are in good standing with  
4 the Oregon Racing Commission and have completed the  
5 annual audits. Additionally, TRPB,  
6 Thoroughbred Racing Protective Bureau, did not  
7 identify any significant issues in wagering data  
8 from any of the applicants that would suggest  
9 unfitness for licensure.

10 At this time Commission Staff would  
11 respectfully request the approval of the SPMO  
12 renewals for Churchill Downs (TwinSpires),  
13 TVG (FanDuel), AmWest Entertainment, Xpressbet, and  
14 Premier Turf Club. The renewal term would be for  
15 January 1, 2021, through December 30, 2021.

16 CHAIRMAN BORST: Do we have any questions,  
17 comments? Sounds like we've got everybody in the  
18 fold this year, so that's good, or almost  
19 everybody.

20 COMMISSIONER SCHENKEL: Noah, I had one  
21 question, and it's probably just a typo. On the  
22 application, the cover letter from Churchill --  
23 trying to find it in my stack of papers -- it said  
24 they submitted their check in the amount of \$5,500  
25 and then in parentheses \$5,000. Which is the fee?

1 What did you get? Did you get an extra \$500 on  
2 that or is that just a misprint in the letter?

3 MR. JACKSON: No, sir.

4 COMMISSIONER ESTES: He needs more to do,  
5 doesn't he?

6 MR. JACKSON: That actually is a typo and it's  
7 actually we received \$1,000. We've received the  
8 right amount from each of the renewal applicants.  
9 The initial fee was \$5,000 and the renewal fee is  
10 \$1,000, so we had a couple of applicants make a  
11 mistake and send another \$5,000. So that has been  
12 taken care of with each applicant and we've  
13 received the --

14 COMMISSIONER SCHENKEL: Well, but this says  
15 \$5,500. So that's just a typo, okay.

16 MR. JACKSON: Yes, sir, yes.

17 COMMISSIONER SCHENKEL: All right. Thanks.

18 CHAIRMAN BORST: Okay. Any other questions or  
19 comments?

20 COMMISSIONER SCHENKEL: I thought we charged  
21 everybody the same. I just wanted to make sure.

22 MR. JACKSON: Yes, we do.

23 CHAIRMAN BORST: Good eyes.

24 Okay. I guess then we'll accept a motion and  
25 a second to approve all of these SPMOs.



1 COMMISSIONER McCARTY: I so move.

2 COMMISSIONER PILLOW: Second.

3 CHAIRMAN BORST: Been moved and seconded.

4 We'll go to a roll-call vote.

5 MR. JACKSON: Chairman Borst.

6 CHAIRMAN BORST: Aye.

7 MR. JACKSON: Vice-chairman Schenkel.

8 COMMISSIONER SCHENKEL: Aye.

9 MR. JACKSON: Commissioner Pillow.

10 COMMISSIONER PILLOW: Aye.

11 MR. JACKSON: Commissioner McCarty.

12 COMMISSIONER McCARTY: Aye.

13 MR. JACKSON: Commissioner Estes.

14 COMMISSIONER ESTES: Aye.

15 MR. JACKSON: Thank you.

16 CHAIRMAN BORST: Passes unanimously.

17 Next on the agenda is Review and consideration  
18 of new 2021 Secondary Pari-Mutuel Organization -  
19 New York Horse Racing Association (doing business  
20 as NYRA Bets). On this one the letter says 2020  
21 though, so I don't know whether it's a recycled  
22 letter or what.

23 MR. JACKSON: The application was initially  
24 submitted earlier this year. We're bringing it to  
25 the following year because we wanted all of the

1 licensure terms to be for the same time period.

2 CHAIRMAN BORST: So it is 2021?

3 MR. JACKSON: That's correct. They submitted  
4 their application prior to the beginning of the  
5 Saratoga meet in July.

6 CHAIRMAN BORST: Okay. Anything more on them?

7 MR. JACKSON: The application was compliant.  
8 They submitted all information that was requested  
9 and have expressed a willingness to continue to do  
10 so. They began submitting wagering data to  
11 Thoroughbred Racing Protective Bureau immediately  
12 when they became operational in July and are up to  
13 date with Oregon, as were the other applicants.

14 So at this time Commission Staff would  
15 respectfully request your approval of NYRA Bets for  
16 a new SPMO license with the term of January 1,  
17 2021, through December 30, 2021. Thank you.

18 CHAIRMAN BORST: Any questions, Commission  
19 members?

20 How about a motion and a second?

21 COMMISSIONER ESTES: So moved.

22 COMMISSIONER PILLOW: Second.

23 CHAIRMAN BORST: Roll-call vote.

24 MR. JACKSON: Thank you. Chairman Borst.

25 CHAIRMAN BORST: Aye.

1 MR. JACKSON: Vice-chairman Schenkel.

2 COMMISSIONER SCHENKEL: Aye.

3 MR. JACKSON: Commissioner Pillow.

4 COMMISSIONER PILLOW: Aye.

5 I'm going to have to sign off here.

6 CHAIRMAN BORST: Well, thank you for being  
7 here as long as you were.

8 COMMISSIONER PILLOW: Okay. Thank you,  
9 gentlemen.

10 CHAIRMAN BORST: We're almost done. Really we  
11 only have one more thing to vote on, so . . . But  
12 we're almost done. Thank you.

13 COMMISSIONER SCHENKEL: Happy holidays,  
14 George.

15 COMMISSIONER PILLOW: Thank you. Same to  
16 everybody too. God bless you guys.

17 MR. JACKSON: Commissioner McCarty.

18 COMMISSIONER McCARTY: Aye.

19 MR. JACKSON: Commissioner Estes.

20 COMMISSIONER ESTES: Aye.

21 MR. JACKSON: Thank you.

22 CHAIRMAN BORST: It all passes unanimously.

23 Next on the agenda is Review and consideration  
24 of the Notice of Seventh Subsequent Term pertaining  
25 ting the Initial Distribution Agreement. Noah?

1 MR. JACKSON: Thank you.

2 The Senate Enrolled Act 609 Committee composed  
3 of horsemen and racetrack personnel came together  
4 to discuss and negotiate what percentage of slot  
5 revenue would be allocated to the horse racing  
6 industry. The initial agreement was reached in  
7 2013 and it has a provision that if no party  
8 objects it will automatically renew for the  
9 subsequent year. Since no notice of nonrenewal has  
10 been timely given or received by any of the parties  
11 by September 1 of 2020, the automatic renewal  
12 occurs on January 1 of 2021. The agreement will be  
13 in effect for one more year and the horse racing  
14 industry will receive 12 percent of racinos  
15 adjusted gross receipts.

16 Additionally, as you're aware, Caesars agreed  
17 to continue to dedicate the 12 percent of adjusted  
18 gross receipts to horse racing through 2033 with a  
19 subsequent 10-year renewal of the covenant through  
20 2044, subject to Commission approval.

21 At this time Commission Staff would  
22 respectfully request approval of the seventh  
23 subsequent renewal of the distribution agreement.

24 CHAIRMAN BORST: Thank you. Any Commissioner  
25 questions on the renewal?

1 In that case we'll take a motion and a second.

2 COMMISSIONER SCHENKEL: Move approval.

3 COMMISSIONER McCARTY: Second.

4 CHAIRMAN BORST: Been moved and seconded.

5 We'll go to roll-call vote.

6 MR. JACKSON: Chairman Borst.

7 CHAIRMAN BORST: Aye.

8 MR. JACKSON: Vice-chairman Schenkel.

9 COMMISSIONER SCHENKEL: Aye.

10 MR. JACKSON: Commissioner McCarty.

11 COMMISSIONER McCARTY: Aye.

12 MR. JACKSON: And Commissioner Estes.

13 COMMISSIONER ESTES: Aye.

14 CHAIRMAN BORST: Thank you. Unanimously  
15 passes.

16 Next on the agenda, we don't require a vote,  
17 but it's review of the commission rulings from  
18 September 24 to December 2 of this year. Any  
19 Commission members, sometimes you look through them  
20 and you see something and wonder why this fine or  
21 this many days, but if anybody has any questions  
22 for Staff?

23 COMMISSIONER McCARTY: I do have a question  
24 for Staff about this. I review this  
25 chronologically. Are these cataloged by

1 individual?

2 CHAIRMAN BORST: Could you go a little bit  
3 louder, Bill?

4 COMMISSIONER McCARTY: Let's see. My question  
5 is: Do we do offenses cataloged by individual as  
6 well as the chronological listing that we see?

7 MR. JACKSON: Commissioner McCarty, if I  
8 understand your question, I believe the answer  
9 would be that each individual has a separate  
10 licensing profile and these rulings are attached to  
11 that profile so we are aware of each individual  
12 that has a violation. Is that what you were  
13 asking, sir?

14 COMMISSIONER McCARTY: The possible selective  
15 violations over the period of one year?

16 MR. JACKSON: Yes, yes. Each ruling  
17 associated with a licensee is attached to their  
18 profile and that actually goes back for as long as  
19 we have record of those rulings.

20 COMMISSIONER McCARTY: Very good. Thank you.

21 MR. JACKSON: Thank you.

22 CHAIRMAN BORST: Any other questions on the  
23 rulings at all? Seeing none, we've reviewed them.

24 Last on the agenda, Status update regarding  
25 2021 Breed Development Committee programs for

1 Standardbred Breed Development,  
2 Standardbred Advisory Board, which is the county  
3 fair harness racing program, and Thoroughbred Breed  
4 Development and Quarter Horse Breed Development.

5 Jessica, you get to take us home here. We  
6 appreciate you being here. You've had a tough year  
7 in so, so many ways but we're glad you're here.

8 MS. BARNES: I'm ready for 2020 to be over.

9 CHAIRMAN BORST: I would think you are.

10 MS. BARNES: Along with everybody else.

11 Typically in working toward the programs this  
12 time of the year, we have usually had at least one  
13 or two planning meetings with the breed development  
14 advisory committees to start planning the program.  
15 Due to COVID and how it has affected my family  
16 personally, we haven't got to have those meetings  
17 yet. Sometimes things are a bigger blessing in  
18 disguise, because if you look at the numbers that  
19 were posted this morning, casino revenues have  
20 shifted downward a little bit. So it's actually a  
21 little bit of a blessing that we haven't done much  
22 of that planning yet, so we're going to be watching  
23 those numbers closely for the month of January when  
24 those numbers come in.

25 So we're going to be on a pretty accelerated

1 schedule come first of January to get our programs  
2 done in the timeline that they need to be done.  
3 Standardbreds, typically our nomination book needs  
4 to go to the printers no later than February 15 to  
5 be in horsemen's hands by March 1. We're looking  
6 at the same type of a deadline for the conditions  
7 books for thoroughbreds and quarter horses. It  
8 might actually be a little bit before then that  
9 they're wanting to get those out.

10 So what I would like to ask is if the  
11 Commission is not going to have a meeting  
12 mid-January to early February that we ask the  
13 Commission to delegate to the executive director  
14 the ability to approve those programs so that we  
15 can get information out to horsemen once they are  
16 finalized. And we have done this in the past.

17 I don't anticipate with the revenues that are  
18 going to be available any large sweeping changes to  
19 the programs. There's just not going to be money  
20 there for those. They'll mirror kind of what was  
21 approved this past year. There was a lot of new  
22 things brought forth in the thoroughbred program  
23 originally. I know that their goal is to try to  
24 look and incorporate as many of those as funding  
25 allows. But we'll be having committee meetings to



1 discuss those things.

2 CHAIRMAN BORST: Okay. So that would be  
3 something we should vote on then, I suppose, a  
4 motion to delegate the authority to executive  
5 director for the programs?

6 MR. JACKSON: Yes, sir.

7 COMMISSIONER ESTES: So moved.

8 CHAIRMAN BORST: Do we have a second?

9 COMMISSIONER McCARTY: Second.

10 CHAIRMAN BORST: Bill McCarty seconded. Been  
11 moved and seconded.

12 MR. JACKSON: Thank you. Chairman Borst.

13 CHAIRMAN BORST: Aye.

14 MR. JACKSON: Vice-chairman Schenkel.

15 COMMISSIONER SCHENKEL: Aye.

16 MR. JACKSON: Commissioner McCarty.

17 COMMISSIONER McCARTY: Aye.

18 MR. JACKSON: Commissioner Estes.

19 COMMISSIONER ESTES: Aye.

20 MR. JACKSON: Thank you.

21 CHAIRMAN BORST: Passes unanimously.

22 MS. BARNES: Thank you. And I'd also like to  
23 say a big thank you to everybody in this industry  
24 that has reached out over the past month to my  
25 family.

1 CHAIRMAN BORST: It's been tough.

2 MS. BARNES: Thank you.

3 CHAIRMAN BORST: We're thinking about you.

4 MS. BARNES: Thank you.

5 (applause)

6 CHAIRMAN BORST: Okay. Moving on to old  
7 business.

8 MS. PITMAN: Chairman, can I interrupt for a  
9 minute?

10 CHAIRMAN BORST: You can interrupt any time.

11 MS. PITMAN: Thank you.

12 I just wanted to kind of go back to the winter  
13 training that's taking place here at Indiana Grand.  
14 You know, for the horsemen and the staff at  
15 Indiana Grand, we look forward to the first ever  
16 winter training, off-season training. We've never  
17 done this before. It's going to be a new  
18 experience for all of us. I think Caesars and the  
19 horsemen will run a tight ship and, you know, make  
20 training a great success. We look forward to  
21 seeing the positive impacts on the off-season  
22 training for the Indiana racing program this spring  
23 and hopefully these horses will get all the  
24 training that they need and be ready to start  
25 racing as soon as possible.

1           For Hoosier Park and the ISA, I hope that both  
2 of those groups keep the lines of communication  
3 moving forward as they discuss about possibility of  
4 some sort of hybrid or different type of winter  
5 training next year, if it even is possible. It may  
6 not. You may decide that it's just not the way it  
7 needs to be there in Madison County.

8           But, yes, we're excited to see how this all  
9 works out and we appreciate all the hard work  
10 everyone has gone through to put this program  
11 together.

12           CHAIRMAN BORST: Good. One thing we might  
13 talk about under old business. We're fortunate to  
14 have this \$25 million capital fund and have it in  
15 escrow, but one of the things I don't think we  
16 really covered is how we're going to keep track of  
17 that and maybe reporting to the Commission,  
18 Commission Staff, and so forth. So one of the  
19 things we were wondering about is setting up a  
20 system of maybe getting reports quarterly of what  
21 the account balances are and maybe getting a more  
22 detailed report of the expenses and income part of  
23 it maybe couple times a year.

24           Does that sound reasonable, Noah, maybe?

25           MR. JACKSON: Yes. A financial reporting

1 requirement biannually, which would just show all  
2 activity on the account, and then just statements  
3 sent directly to Commission Staff quarterly, again,  
4 showing the balances of those accounts, and that  
5 would be the escrow account and any accounts  
6 established to move money from the escrow account.

7 CHAIRMAN BORST: Does that sound reasonable to  
8 Caesars?

9 MR. MOORE: Yes, sir.

10 MR. MORRIS: Yes, that's fine.

11 CHAIRMAN BORST: Sound good?

12 MR. MORRIS: As I said, transparent. You can  
13 even look at the books if you want. We're wide  
14 open on it and happy to report it in whichever  
15 format you want.

16 COMMISSIONER SCHENKEL: I want to make sure,  
17 Joe, that you and all your colleagues know we're  
18 not expecting an audit, official audit,  
19 quote/unquote, because that can be very  
20 time-consuming and expensive for everybody but  
21 merely, as you say, transparent reporting would be  
22 great. You're keeping those records anyway and  
23 it's a matter of sharing with us, so thank you.  
24 That'd be great.

25 CHAIRMAN BORST: I don't think it would be too

1 tough to do because you're not going to have that  
2 many categories of expenses, so . . .

3 MR. MORRIS: Now that it's approved, we're  
4 going to fund the amount that was approved and then  
5 it'll run through our accounting department as  
6 bills come in and will be paid out. Hopefully we  
7 can lower a couple of those estimates.

8 CHAIRMAN BORST: Should we have a motion to do  
9 that, do you think?

10 MR. JACKSON: We could just have a motion to  
11 impose the financial reporting requirements.

12 CHAIRMAN BORST: Okay. Anybody want to make a  
13 motion?

14 COMMISSIONER SCHENKEL: I'll make a motion  
15 that we require Caesars to submit a biannual  
16 financial report to the Commission outlining all  
17 activities of the escrow account and any subsidiary  
18 accounts associated with it.

19 COMMISSIONER ESTES: Second.

20 CHAIRMAN BORST: Been move and seconded.

21 Any questions? Hopefully everybody  
22 understands that. Roll-call vote.

23 MR. JACKSON: Thank you. Chairman Borst.

24 CHAIRMAN BORST: Aye.

25 MR. JACKSON: Vice-chairman Schenkel.

1 COMMISSIONER SCHENKEL: Aye.

2 MR. JACKSON: Commissioner McCarty.

3 COMMISSIONER McCARTY: Aye.

4 MR. JACKSON: And Commissioner Estes.

5 COMMISSIONER ESTES: Aye.

6 CHAIRMAN BORST: Passes unanimously.

7 Any other old business? Any new business? No  
8 new business either.

9 Well, again, thank you, Eric and for the IT  
10 stuff and hosting this and hooking all this stuff  
11 up. I don't know how in the world you did it but  
12 we appreciate it.

13 COMMISSIONER SCHENKEL: Thank you.

14 CHAIRMAN BORST: It worked beautifully and  
15 really helped everybody out.

16 As we said before, this whole year has been  
17 teamwork between obviously the tracks, in between  
18 the horsemen, in between the Staff here and  
19 Commission and Governor's office and so forth.  
20 Just doesn't happen that way in every state, and  
21 we're lucky because we're a team in this place and  
22 everybody wants everybody to succeed and that's  
23 what it takes. That's what makes the team good  
24 when people play their roles and do it right.

25 There's so many people saying out loud but

1 Deena, having talked to her a million times a day  
2 for several months, I can't tell you how much work  
3 she did to get you guys in these tracks. There's  
4 no way I can tell you the pleading she did with the  
5 Governor's office and they were great to work with  
6 once they understood things. At first it was tough  
7 because we could just get the horses on here, we  
8 couldn't even get the owners on, but then as time  
9 went on we could get the owners and then we finally  
10 got some spectators. But she did a great job, I'll  
11 tell you that. It's amazing what she did. So  
12 thank you.

13 (applause)

14 COMMISSIONER SCHENKEL: Great job.

15 CHAIRMAN BORST: The whole staff did, just  
16 everybody did. It just was amazing. Like I said,  
17 I guess because I talked to her the most, I know  
18 what she went through. And I had to make a couple  
19 phone calls too. Other than that, it worked out  
20 well.

21 I guess if we have nothing else, we're  
22 adjourned.

23

24 (The meeting of the Indiana Horse Racing  
25 Commission adjourned at 1:08 p.m.)

1 STATE OF INDIANA

2 COUNTY OF MARION

3  
4 I, Michele K. Gustafson, CRR-RPR, a  
5 Notary Public in and for said county and state, do  
6 hereby certify that the foregoing matter was taken  
7 down in stenograph notes and afterwards reduced to  
8 typewriting under my direction; and that the  
9 typewritten transcript is a true record of the  
10 Indiana Horse Racing Commission 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 28th day of  
16 December, 2020.

17  
18 



19  
20  
21 My Commission expires:  
22 August 31, 2025

23 Job No. 158181  
24  
25



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