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VIRGINIA RACING COMMISSION

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111 EAST BROAD STREET
RICHMOND, VIRGINIA

TUESDAY, DECEMBER 3, 2024
10:00 A.M.

APPEARANCES**COMMISSION MEMBERS:**

STEPHANIE B. NIXON, CHAIR

JOHN F. TANNER, JR., VICE CHAIR

STUART C. SIEGEL

BETTE BRAND

GILLIAN GORDON-MOORE

ROBERT ANDY CONWAY

COMMISSION STAFF:

WAQAS AHMED, EXECUTIVE SECRETARY

ISRAEL SAAVEDRA, COMMISSION INVESTIGATOR

DARRELL WOOD, DIRECTOR OF MARKETING AT COLONIAL

DOWNNS

AIDEN TURNGE-BARNEY, VIRGINIA EQUINE ALLIANCE,

ATTONERY

DEBBIE WARNICK, VIRGINIA HARNESS HORSE

ASSOCIATION

JILL BYRNE, VIRGINIA EQUINE ALLIANCE

FRANK HOPF, DIRECTOR OF RACING OPERATIONS-

COLONIAL DOWNS

JACK SAUERS, VICE PRESIDENT OF OPERATIONS FOR

CHURCHILL DOWNS INCORPORATED

CURTIS LINNELL, EXECUTIVE VICE PRESIDENT OF THE

THOROUGHBRED. RACING AND PROTECTIVE BUREAU

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APPEARANCES

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VIRGINIA RACING COMMISSION**TUESDAY, DECEMBER 3, 2024****10:00 A.M.**

CHAIR: Good morning. I'd like to go ahead and call the meeting to order. I call this December 3rd, 2024 meeting of the Virginia Racing Commission to order. The first item on the agenda is to call the role of the commissioners Vice Chair Tanner.

MR. TANNER: Present

CHAIR: Commissioner Brand?

MS. BRAND: Present.

CHAIR: Commissioner Gordon-Moore?

MS. GORDON-MOORE: Present.

CHAIR: Commissioner Siegel?

MR. SIEGEL: Present.

CHAIR: Myself, commissioner Nixon. Let the record reflect that we have a quorum with all members present physically or virtually. I have a couple of opening remarks. On behalf of the VRC, we would like to recognize Israel Saavedra. How did I do? Where is he? Did I do pretty good? Great. For stepping into an expanded role within the VRC. In addition, to his duties as a commission's investigator, Israel

1 has been overseeing license operations as well as
2 some pari-mutuel functions. He has a strong
3 foundation and compliance sports book operations
4 and fraud investigations. Andy, where are you?

5 **MR. CONWAY:** Yes.

6 **CHAIR:** Can you just stand up
7 because I know a lot of folks haven't met you
8 before. Additionally, the VRC would like to
9 welcome Robert Andy Conway to the team. Andy
10 brings an impressive background in pari-mutuel
11 regulation, compliance, and financial oversight.
12 Andy is performing fiscal information security
13 and other compliance duties for the VRC. Most
14 recently, Andy was involved in managing excise
15 tax filings and reporting's related to revenues
16 of over 125 million within the state of Kentucky.
17 Thank you. Welcome. Let's see. Next on the
18 agenda is the public comment period. We are
19 going to try something new at this meeting. The
20 commission will now open the floor for comments
21 from the public. There will be another
22 opportunity for comment at the end of the
23 meeting. Comments are limited to three minutes
24 each, and I will instruct the executive secretary
25 to keep track of this. While the commission may

1 sometimes address issues raised in the public
2 comment section, we cannot respond to each and
3 every comment in question during this period.
4 Feedback and input from the public is invaluable
5 to the commission, and each public comment will
6 be recorded into the public record of this
7 meeting. A draft of that record will be
8 available within 10 business days of the
9 meeting's conclusion. Would anyone like to speak
10 at this time? Hearing none, we will go ahead and
11 approve the minutes from the previous meeting. I
12 would like to entertain a motion to the proposed
13 minutes of the October 15th, 2024 Virginia Racing
14 Commission meeting. Is there a motion from the
15 commission?

16 **MR. TANNER:** So, move.

17 **MS. GORDON-MOORE:** Second.

18 **CHAIR:** Is there Commissioner
19 Gordon-Moore, second. Executive Secretary Ahmed
20 is assigned the floor.

21 **MR. AHMED:** Thank you, Madam
22 Chairman. In front of you are the minutes of the
23 commission meeting held October 15th, 2024.
24 Staff recommends approval.

25 **CHAIR:** Are there any additions or

1 corrections from the commission? Hearing none.
2 All commissioners in favor of approving the
3 proposed minutes of the October 15th, 2024
4 Virginia Racing Commission meeting as presented,
5 please indicate by responding, yes.

6 **MS. BRAND:** Yes.

7 **MS. GORDON-MOORE:** Yes.

8 **MR. TANNER:** Yes.

9 **CHAIR:** All commissioners opposed,
10 please indicate by responding no. Motion
11 carried. Minutes approved as presented. Next is
12 the Shenandoah 2024 fall meet. I recognize
13 representatives of the Virginia Downs Foundation
14 and Virginia Harness Association to provide a
15 summary of the Shenandoah Downs 2024 fall meet.
16 Please approach the microphone and speak your
17 name and the organization that you represent so
18 that the court reporter is aware.

19 **MR. WOOD:** Good morning
20 Commissioners. I'm Darrell Wood from the
21 Virginia Equine Alliance.

22 **MS. WARNICK:** Good morning
23 commissioners. I'm Debbie Warnick from the
24 Virginia Harness Horse Association.

25 **MR. BARNEY:** Good morning

1 commissioners. I'm attorneys Barney with the
2 Virginia Equine Alliance.

3 **MR. WOOD:** We're going to do a,
4 hopefully a quick recap here of the of the meet
5 that ended October 27th. For the people that
6 haven't been out to Woodstock we've got some, I
7 think, pictures to create a pretty good vibe
8 here. Aiden, if you could yeah, the Meet this is
9 the second straight year that we've had a pair of
10 seven-week seasons total of 14 weeks of racing.
11 It's grown pretty rapidly over the nine years
12 we've been there for the first six years. It was
13 a five week fall season. Went to an eight week
14 fall season in 2022. For the last two years,
15 it's been 14 weeks. Had a really good meet this
16 year. We've got a new track superintendent that
17 really, I think, created a really sound racing
18 surface. I think Debbie can speak more from the
19 horseman's aspect about what they thought about
20 it and I think the VRC staff was pretty happy.
21 But 188 pari-mutuel races and a solid seven
22 starters per race and hardest racing. We can
23 only have eight starters per race across the
24 gate. We max out at eight. Gave out \$1.5
25 million in overnight purse money. I think the

1 biggest takeaway here is that Virginia breeders
2 Championship Day is always the highlight of the
3 meet. It's on closing day. The two and three-
4 year-old Virginia breeders two and 3-year-old
5 Pacers and Trotters get to compete for over
6 \$700,000 in purse money. It's just a great
7 showcase event. Great way to finish out the
8 meet. Celebrate the Virginia breeding industry
9 and racing industry. You have to go back one or
10 forward one. Yeah, there we go. On-track handle
11 averaged about \$11,000 a day, which is I think
12 decent because at a five week meet like we have
13 been running, it's a boutique special meet.
14 You've got that short opportunity to try to get
15 out to the races. Now that we're running 14
16 weeks, hopefully we're drawing more fans more
17 people being exposed to racing. To keep that on-
18 track handle number the same I think is a win for
19 us. We started simulcasting the races here two
20 years ago. We're getting about \$45,000 a day in
21 simulcast handle. If we wanted to grow that
22 number, we probably want to race at a time that
23 we can find a niche market for us, like a Monday,
24 Tuesday at 3:45. But our goal is to draw people
25 to the races, create a vibe, and just grow the

1 on-track audience. Same one. Here we go. The
2 weather was fantastic this fall in the second
3 half of the meet. The first half we had, I
4 think, rained eight days and nine days and had
5 some challenges keeping the barn area dry, but we
6 made it through it and then just had gorgeous
7 weather for the last four or five weeks. A thing
8 I think we're all proud of is that on 11 of the
9 14 race days this year, we had 14 race cards. If
10 you look at tracks, established tracks in
11 Pennsylvania, Maryland, Delaware, New York, they
12 run 14 race cards, even at the Meadowlands they
13 run 14 races. We're now doing the same in
14 Shenandoah down. It shows the growth over the
15 last nine years where we've gotten to. The one
16 need event that we partnered with the Chamber of
17 Commerce on as an unifies celebration with the
18 great weather this year we had 4,000 people on
19 the grounds. We put a betting tent in their
20 festival area. It's a great way to expose a
21 whole lot of people to racing. We had a record
22 on track handle as a result of that as well.
23 Couple horsey things here. Lou Starr, who
24 Debbie's husband is involved with locally owned
25 by Dan Chansky in Chesterfield had all time two-

1 year-old track record this meet 153. Again, a
2 local Richmond type owner. Brooks for real,
3 owned by Kelsey Wagner up in Fairfax, Virginia.
4 Interestingly set a track record in three
5 consecutive starts. Just was a great pacer and
6 obviously a star horse that we're going to hear a
7 lot from. But again, got to start as a two-year-
8 old at Shenandoah Down. One of the neat things
9 we've done, and this goes back to the colonial
10 down days, we do and own a horse for a day
11 promotion. This meet, we expose 24 different
12 people and gave them the chance through the VHHA
13 to own a horse for a day. They get to visit
14 their horse in the barn area, talk to the
15 trainer, meet the driver, take pictures, selfies
16 post on social media, and they keep the share of
17 the purse money, their horse wins in the race.
18 But just a great hands-on experience. I think
19 the next two slides will really attest to how
20 this promotion's evolved. We've got four
21 different contestants now that have participated
22 the last few years that now literally own a
23 horse. Steve Wetzel on the left has gone head
24 over heels into this thing. He owns 20 horses
25 now. He's got a farm right outside of Woodstock.

1 He trains, he drove for the first time this meet.
2 He went all in as a result of winning this
3 promotion. Barry Foltz is a friend of his. He
4 bought a horse, and you'll see the next two here.
5 Mike Dailey on the left, finished third this past
6 spring in the own a horse promotion. He bought
7 his first horse and drives so it's neat. He's
8 got a career in baseball. He played with the
9 Cardinals on their championship team back in the
10 early 2000s. He's coached at Radford University,
11 lives there. He's the second pro athlete we've
12 got on the grounds. Oscar Johnson is a former
13 NFL player, neat that we've got some of the
14 sports folks that have gravitated toward racing.
15 Ivan Foltz is the other person that won. I think
16 it's so great that we had four local people that
17 won this promotion or participated in it that now
18 own a horse and can tell their friends,
19 neighbors, relatives about it and try to grow the
20 business. Colonial dance does this. We do it
21 too. The Wiener and Corgi dog races. We do
22 corgis in spring wieners in fall, packed house.
23 Just the most popular thing we could ever do just
24 by getting 30, 40 dogs out there and letting them
25 loose. We also do miniature horse races. Our

1 program director and truck collar, Kathy
2 Breedlove brings three miniature horses with her
3 that are her pets, but she's cultivated a base of
4 miniature horse owners. Now we have races two
5 times a year, and the drivers and trainers love
6 getting in the sulky and participating. It's a
7 fun afternoon. Draw some people to. We try to
8 give fans an experience when they come out here,
9 a three-pronged experience. I know Commissioner
10 Siegel, you're in Richmond, but party from the
11 Flying Squirrels. he always says the squirrels
12 are in the memory making business. That's what I
13 think this tries to help accomplish. We give
14 fans rides in the starter's car a unique aspect
15 on harness racing can offer. We give people a
16 name brace and a winner circle presentation and a
17 picture of that race. The third aspect of this
18 is double sulky rides. This is mainly for
19 delegates now and politicians that come out.
20 We'll get them in a double seater cart with a
21 regular driver and trainer, given that experience
22 of going around the oval. We don't do it
23 Dysfunction in races anymore from a safety
24 aspect. We may go back to it, but it really
25 gives us a great opportunity. Commissioner Nixon

1 has been a participant before and survived. We
2 never really did a recap from the spring meet,
3 but in the spring, this is the richest horse of
4 all time. Foiled again. He won his 104th race
5 as a 14-year-old at Shenandoah Downs. He
6 developed a neat following, and we brought him
7 back this year for his 20th birthday party and
8 just had a great deal. Heather Vitale, who you
9 see next to Debbie on the right-hand side, is a
10 national social media.

11 **MS. WARNICK:** Guru.

12 **MR. WOOD:** Guru is the word. But
13 we get her out once a year to try to spread the
14 gospel about Shenandoah Downs to a national
15 audience. We have kids out there. We try to
16 appeal to kids, families everybody of all ages.
17 There's some families. We do a promotion with
18 radio Station, WNRN, and they draw a family every
19 week and we bring them out, get them in the
20 starter's car, host them, and just hopefully
21 introduce new people to the sport and show them a
22 good time and hopefully they tell their friends
23 and neighbors. The neat thing that's happened
24 from nearly day one at Woodstock, we're about 35
25 miles from James Madison University and the

1 college kids based on the football schedule come
2 out. Aiden had a cornhole tournament on the
3 left-hand side. What'd you have about 60 people
4 in there?

5 **MR. BARNEY:** Yeah. Second one.

6 **MR. WOOD:** Yeah. Again, we try to
7 get them in the winner circle with the driver and
8 trainer and again, make memories. You'll see a
9 couple more here. Again, a couple kids that got
10 in the starter's car. Debbie does a great job
11 shuttling all those kids two at a time into the
12 starting gate and give them a neat experience.
13 They take over the grandstand and create quite an
14 interesting vibe when they're there. But it's
15 great. They spend money too. This is my
16 favorite aspect of racing and maybe more so
17 harness racing, but just the age difference of
18 the participants. On the left is Roger Hammer.
19 He's a 79-year-old Hall of Fame trainer that
20 drives in every Saturday from Bedford,
21 Pennsylvania with his horses, drives three hours
22 back on Saturday, comes back Sunday, another
23 three hours. He goes back to the colonial Downs
24 day of a horse named Vivid Photo who won the
25 Hamiltonian. But Roger's support of Virginia

1 racing for decades now. The kid next to him,
2 Dylan Havens, is a 20-year-old from Bland
3 Virginia in the southwest part of the state.
4 Bought a horse and got his first win this spring
5 and was actually this fall and was just, but a
6 20-year-old and a 79-year-old competing in the
7 same deal. We've got one more example here too.
8 This is...

9 **MS. WARNICK:** Beverly Fletcher.

10 **MR. WOOD:** William Fletcher.

11 **MS. WARNICK:** William Fletcher.

12 He goes by Beverly.

13 **MR. WOOD:** Yeah, in the middle.
14 He's 95 years old and he drives in from the
15 Eastern shore, five hours every weekend. He
16 doesn't drive, but he's got a driver that brings
17 him. But he sits in a car for five hours at the
18 age of 95. He won a race on opening weekend in
19 the winner circle here and next to him on the far
20 right is William Carter, a 20-year-old driver,
21 got his first win at the county fair in Woodstock
22 two years ago. He's got a great future. He won
23 over a million dollars in purse earnings this
24 year as a 20-year-old. Again, a 95-year-old and
25 a 20-year-old, both competing is just endearing I

1 think to me on this sport. The final slide here,
2 before Debbie takes over. We try to give back to
3 the local community. The Racing office put
4 together an amateur driver series, which Scott
5 Woogen competes in. The money that the drivers
6 normally would get goes toward a Ghost Tour
7 charity. We gave out a number of checks to local
8 nonprofits. We also support the Standardbred
9 Retirement Foundations. There's three different
10 organizations. Part of the driver's charity
11 Kickback was to the American Cancer Society, the
12 local chapter. We give a \$5,000 check. Very
13 aware of trying to be community oriented and we
14 try to get better every season.

15 **MS. WARNICK:** I would add to what
16 Darrell was saying about the retirement
17 foundations we support. One of them is a farm
18 right here in Palmyra.

19 **MR. WOOD:** Yes.

20 **MS. WARNICK:** That has mostly
21 Standardbred horse retired on it and rescued.
22 She's got over a hundred horses there.

23 **MR. WOOD:** Yeah.

24 **MS. WARNICK:** We help her every
25 year with donations. This is another picture

1 from the spring. This is Darrell's. This is our
2 Derby Day Fancy Hat Contest. These ladies, a
3 couple of them do this every year, and they go
4 all out on these hats.

5 **MR. WOOD:** If I could add one
6 thing we did this year, for the first time ever,
7 we simulcasted in the entire Churchill Downs card
8 on Derby Day and the Pimlico card on Preakness
9 Day. In 2025 have applied to do the same and add
10 the Belmont as well. We've dropped our dates
11 back a couple weeks to avoid the bad spring
12 weather, but also to embrace the three Triple
13 Crown legs and try to draw more people out.

14 **MS. WARNICK:** This is just going
15 to highlight a couple pictures of some Virginia
16 people and from our Breeders Champion Day. On
17 the left, if you-all recognize, that's Dr. Scott
18 Woogen, who's our president of our association.
19 He had a two-year-old champion that day.

20 **MR. WOOD:** I'm not sure that one.

21 **MS. WARNICK:** I can't tell in that
22 picture, who these are. This is just some more
23 pictures from the Champions Day and some winners.

24 **MR. WOOD:** Talk about the purse
25 money.

1 **MS. WARNICK:** Do what?

2 **MR. WOOD:** The purse money.

3 **MS. WARNICK:** Oh, the purse money
4 for these races, we go for \$80,000 plus what we
5 call paid in money because they pay a little bit
6 to participate in it. Some of the races, it's
7 for the two-year-old's in particular, because
8 there are more two-year-old's that raced was 95,
9 \$96,000 per race that they win. Plus, we have
10 eliminations, two sets of eliminations, and they
11 raced for \$8,000 each. This picture on the one
12 side is, I don't know who the horse is, forgive
13 me for that. But the girl holding the trophy,
14 she's Addison McClanahan. Her family is from
15 Providence Forge. We're going to see a picture
16 of her mom in a minute. But she is coming up to
17 be the third-generation horseman here from
18 Providence Forge. On the other side is Clarence
19 and Judy Chaffee. They own caviar farms, which
20 is in Vienna. They are one of the big farm and
21 breeder organizations in harness racing and
22 industry. They probably breed 25 or 30 horses a
23 year. They raise and race champions all over the
24 place. Just a more breeders' fun days. The
25 horse on the one side that belongs to, that's not

1 him in the picture, but that belongs to Charlie
2 Donovan, who is in Cambridge and has been part of
3 harness racing forever and part of the VHHA
4 forever. Also breeds and trains horses here in
5 Stan's Stallion here also under our new stallion
6 program. That's Charlie getting his trophy.
7 Just a little bit about Shenandoah Down's vibe,
8 as Darrell calls it. We get crowds like you
9 wouldn't believe, which is so unique to our
10 facility. It's more of a down home country fair
11 kind of atmosphere. Our grandstands get packed,
12 as you can tell from the pictures in the
13 background. If you look at other tracks, you'll
14 see when they take their winner circle pictures,
15 they might have literally four or five people in
16 the grandstands and we get four or 500 and
17 grandstand get packed and it's great. The
18 drivers and trainers that come from other places.
19 I think we had 12 or 14 different states
20 represented. They come to Shenandoah because of
21 the crowds, because those crowds are yelling for
22 the first horse and they're yelling for the last
23 horse no matter how far back he is. It's just
24 really great to see that support. More
25 grandstand pictures and some more winner circle

1 pictures there. Same thing, more pictures just
2 shows how everybody is the drivers and the
3 trainers and how happy they are in the winner
4 circle and how they much they like it. On my
5 right-hand side that's the lady I always
6 mentioned earlier, Stacy McClanahan, she's an
7 owner, trainer and driver. That's her daughter
8 we saw in the earlier picture. She's from
9 Providence Forge. She's been here, lived here
10 her whole life. Her father and grandfather were
11 in the business. She's third generation and her
12 daughter's now coming up to be fourth generation
13 in the harness world. I think that's it for the
14 pictures. I did just want to say we would like,
15 the horsemen would like to thank Darrell for all
16 of his hard work on everything and Aiden for
17 everything he does, without them, our meet would
18 not be the success it is. The other thing I
19 would like to mention Darrell talked about the
20 track. The track was excellent. Our old track
21 man was really good. But the new track man, the
22 track was the best that has ever been. The
23 entire race meet, there was not one complaint
24 from a horseman, which is just a phenomenal thing
25 you would not believe. Also, the important thing

1 for any race meet to be successful is that there
2 were no injuries or accidents, incidents of any
3 kind on our track, which is the most important
4 thing to a successful race meet. The only other
5 thing I would mention, not specifically about
6 Shenandoah Downs, but we have started a couple
7 years ago our Sired stakes program, which is all
8 stallion based. Our Breeders fund program we
9 talked about, that's what we consider mare based.
10 But the sired stakes is for stallions that stand
11 here in Virginia and their babies will race. The
12 first crop of two-year-old's will race this fall
13 of the stallions. We're excited about that.
14 We've had 20 stallions one year, 19 stallions the
15 first year, and we're looking to have at least
16 the 19 or 20 back this year. We're really
17 excited that we get that much participation from
18 people getting stallions. It just shows the
19 interest in the industry in Virginia and how much
20 we have to grow. We're looking forward to next
21 year and can't wait for April to start racing
22 again. Does anybody have any questions for any
23 of us?

24 **CHAIR:** I just want to say what a
25 fantastic report, probably one of the best I've

1 ever seen. I just want to congratulate you on
2 all the ways that you're trying to get folks to
3 your sport. Fantastic. Great job. Glad to hear
4 it.

5 **MS. BRAND:** I echo that. I'm
6 really glad to see both the concern for the
7 horsemen and the horses and the safety for them,
8 but also the crowd, the public and the promotion
9 that you're doing for the entire industry
10 actually, in addition to your particular sport.
11 Thank you. This's good report. Very good.

12 **MR. SIEGEL:** I'd like to also add
13 my congratulations. It's the best report I think
14 I've ever heard from Henny Horseman's group that
15 has come before this commission. With \$90,000
16 purses, how does that compare to other
17 standardbred tracks around the country?

18 **MS. WARNICK:** As far as the, what
19 they call stakes racers breeders fund stallion,
20 however they base them. We're a little lower
21 than some, like Delaware goes for 120, 140,000,
22 but we're higher than some. We're right in the
23 middle and we hope to grow and be able to
24 increase them. We did increase them three or
25 four years ago. We hope to increase them as HHR

1 money increases. Also, with the sired stakes
2 program, they'll going to, I didn't mention
3 they'll raise for \$60,000. Of course, that's
4 Virginia sired is eligible to both programs.
5 They'll race for the \$80,000 purses and the
6 \$60,000 purses. That gives a lot of incentive to
7 people to breed the stallions because they can
8 race for both sets of races.

9 **MR. SIEGEL:** It looks like
10 Delaware Park is your biggest competition,
11 certainly in this area; is that correct?

12 **MS. WARNICK:** Dover and
13 Harrington.

14 **MR. SIEGEL:** Those as well.

15 **MS. WARNICK:** They're the harness
16 tracks.

17 **MR. SIEGEL:** Do you have trainers
18 that ship in from far distances or is it mostly
19 east coast folks?

20 **MS. WARNICK:** No, we get a lot of
21 east coast, Delaware, Maryland, New Jersey,
22 Pennsylvania. We have three or four that come up
23 from Mississippi. I guess the furthest away
24 would be Jerry Longa who comes from California.
25 Every single race meet, he brings his 12, 14, 15

1 horses and he stays on the grounds for the whole
2 meet. We have one trainer who comes technically
3 from Canada. Help me out with what other state
4 time is it?

5 **MR. WOOD:** No, California is
6 the...

7 **MS. WARNICK:** Yeah, California's
8 the furthest, but all over the place.

9 **MR. SIEGEL:** Congratulations.

10 **MS. WARNICK:** Thank you.

11 **MS. GORDON-MOORE:** I'd just like
12 to say again, congratulations, a beautiful
13 location and looks like a wonderful meet. AI is
14 allowed in Standard Bridge; is that correct?

15 **MS. WARNICK:** Yes, ma'am.

16 **MS. GORDON-MOORE:** How many folds
17 are born in the state now?

18 **MS. WARNICK:** Last year or this
19 year, I'm sorry. We fold between 90 and a 100
20 every year.

21 **MS. GORDON-MOORE:** Oh, that's
22 good.

23 **MS. WARNICK:** Because there's a
24 lot of breeders that are here in Virginia that do
25 AI from other states.

1 **MS. GORDON-MOORE:** That's a good
2 number though.

3 **MS. WARNICK:** Yeah. I think we
4 have quite a lot. That's been consistent. It's
5 gone up a little bit, but it's been consistent
6 between 75 and a hundred since I took over nine
7 years ago.

8 **CHAIR:** Commissioner Tanner,

9 **MR. TANNER:** Thank you. Debbie,
10 great report you-all. Can you put me in touch
11 with my Eastern Shore neighbor? I would like to
12 pick his brain on the history of the sport and so
13 on to help me with some of my promotions for the
14 horse industry.

15 **MS. WARNICK:** Oh, sure. I can get
16 you, we have a couple people over there, but Mr.
17 Fletcher's over there and Rob White who was in
18 the photo with him, he's over there. I'll get
19 you their numbers.

20 **MR. TANNER:** Great. Thank you.

21 **CHAIR:** Sure.

22 **CHAIR:** Thank you-all very much.

23 **MS. WARNICK:** Thank you.

24 **MR. SIEGEL:** Good job.

25 **CHAIR:** Next on the agenda I

1 recognize representatives from the Virginia
2 Equine Alliance to present a proposal related to
3 promoting horse racing and breeding. Please
4 approach the microphone and speak your name so
5 that the court reporter is aware. Darrell,
6 you've got like frequent flyer models there.

7 **MS. BYRNE:** He's just going to own
8 this, chair. Jill Byrne with the Virginia Equine
9 Alliance.

10 **MR. BARNEY:** Attorney Barney with
11 the Virginia Equine Alliance.

12 **MR. WOOD:** Darrell Wood, VEA as
13 well.

14 **MS. BYRNE:** Good morning. Well,
15 that was a fabulous presentation by Shenandoah
16 and I think you'll see when we get into ours how
17 we're tied together a little bit with a lot of
18 the great things happening at Shenandoah. We'll
19 get into our recap of the marketing initiatives
20 and PR communications work that we did from
21 October to October was the timeline of last year
22 and then what we're looking to expand on that for
23 this coming year. Our objective was basically to
24 get with a good group, Virginia Broadcast
25 Solutions and the Virginia Association of

1 Broadcasters and develop this campaign
2 advertising, promotions marketing campaign for
3 the horse industry, but to really highlight the
4 economic impact and to educate and make aware to
5 everybody how big an impact that the horse
6 industry racing and breeding in Virginia has on
7 the economy, on agriculture, agribusiness,
8 tourism, workplace, careers and jobs. With a big
9 target, Northern Virginia, Charlottesville,
10 Roanoke, but spread out over the entire state.
11 As you'll see when we get into our proposal next
12 year, we look to even target more regionally as
13 well with our campaign. As we say, we placed a
14 very aggressive year-long campaign between radio
15 broadcast TV, OTT, which streaming TV, also
16 banner ads, display ads, social media magazine
17 ads, so between print, radio, social media and
18 broadcast, a very aggressive campaign to get this
19 messaging out there as best as possible and
20 really kind of spread it amongst a lot of
21 different media. We went and created a lot of
22 custom content because we found we have no
23 library of content anywhere to pull from. It
24 hasn't existed before that this group has filmed
25 or shot. So, we're basically starting from zero.

1 We are fortunate to have some great horsemen and
2 farms that let us come out and do a lot of
3 filming there, as well as filming at Colonial
4 Downs. The First Lady, as everybody knows, is a
5 huge promoter of the entire horse industry in the
6 state of Virginia. She kindly donated her time
7 to us and just great comments on the industry and
8 such passion, which this was a YouTube piece that
9 we did for two minutes. Then we cut this down to
10 a 60 second where she focused more on careers and
11 jobs available in the industry and pushed that
12 out as well. We also created a lot of social
13 media content. We did 10 different social media
14 pieces, 10 radio pieces that complimented those
15 two 62nd television, two 32nd television, and
16 then multiple radio as well. The highlights from
17 the 2024 campaign, our budget was 655. The
18 media, which is 530,000 of that, which is your
19 purchasing of the ads for broadcast TV, for radio
20 and for digital. The total contract, the
21 creative, which was shooting the content and
22 putting it together 125,000. The contract total
23 being 655, but the total value. That's with the
24 NCSA, which is the non-commercial sustaining that
25 you get three to one. We spent \$200,000 for NCSA

1 and we basically get \$600,000 worth of extra ads,
2 total value of everything with what the payback
3 is on the ratio of the TV ads and radio. That's
4 where you get the value of the three million.
5 This comes from data and metrics that our company
6 that we work with VAP puts together for us. You
7 can't see down at the bottom there, but the total
8 impressions of this campaign were over 247
9 million impressions total through all those
10 various different media. We paid print as well
11 as earned media. We paid TV, paid radio, and
12 paid print. One of the highlights to that was
13 Virginia Business Magazine, which has a very
14 large average readership. We did paid ads with
15 them. The ad that you see there, Virginia's
16 economy wins with race horses to focus on the
17 people that get that magazine. It was actually
18 in their big business edition, the first ad,
19 which goes out to the most of and gets the
20 biggest readership. As you see, that got over a
21 hundred thousand impressions. Earned media,
22 which we really felt we got a lot of additional
23 earned media because of our paid media. By
24 getting the message out there a lot more on
25 radio, TV, social media paid, we were able to in

1 turn get more interest in stories. We picked up
2 a lot more television. Like Darryl would go and
3 do a piece with CBS. I did several pieces, Aiden
4 as well. This is earned media that we get, but
5 they already knew the subject because we were
6 getting it out there through our paid media. We
7 had total reach of over 12.3 million with the
8 various media broadcast. These are some of the
9 examples of our print placement.

10 **MR. WOOD:** Stop flipping

11 **MS. BYRNE:** It stuck. Need a new
12 battery

13 **MR. WOOD:** Just right now?

14 **MS. BYRNE:** Technology. Well,
15 some of the examples I can tell you print
16 placement. Were in Roanoke Times in Richmond
17 Magazine and a great story. There we go. On
18 Eagle Point Farm and Karen Godsey. This was a
19 10-page spread that was really nice and it really
20 highlights the importance of the farms and also
21 got to talk a lot about the significance of
22 racing in Virginia, breeding in Virginia,
23 maintaining farms. Roanoke Times was a really
24 good piece on horses, how they help heal.

25 **MR. AHMED:** Could you put the mic

1 in front of you, please.

2 **MS. BYRNE:** Sure.

3 **MR. AHMED:** Sorry.

4 **MS. BYRNE:** Better?

5 **MR. SIEGEL:** I don't think it's
6 on.

7 **MS. BYRNE:** I don't even think
8 it's on.

9 **MR. AHMED:** Is there a button on
10 the top?

11 **MS. BYRNE:** Check, check.

12 **MR. SIEGEL:** It's definitely not
13 on.

14 **MS. BYRNE:** Definitely not on. I
15 usually have a pretty booming voice.

16 **MR. AHMED:** I think our tech
17 support is left too. You can continue on.

18 **MS. BYRNE:** I'll really speak
19 loudly. Digital content and social media. and
20 this as we mentioned earlier, so this includes
21 OTT, which is streaming networks as well as all
22 of your typical social media outlets. You see
23 the numbers up there with display ads, the
24 impressions we got, the OTT, some of those being
25 very important, streaming networks like BBC,

1 Bloomberg, A&E Networks. You see this is all
2 spread out amongst a broad audience of viewers.
3 Again, the total impressions on social media,
4 over five million. We started a new website.
5 This was a big project that we did and the
6 website is absolutely beautiful. If any of you
7 have had some time to flip through it, much more
8 friendly and navigable, I think that's the word.
9 We just started in July and we've already had
10 over 60,000-page views and what's really good is
11 that it links to all of our other stakeholder
12 pages as well. Anybody going there for VTA
13 Shenandoah for harness steeplechase can get all
14 their information, but it's given us a great way
15 to showcase a lot of the content that we've
16 created as well where the previous one wasn't
17 able to handle that amount of video content.
18 These are the numbers, kind of wrapping it all up
19 of what we've just gone through and shows you the
20 value of what we were getting per month. The
21 value of the ads and that's where we get that
22 over \$3 million number and the total impressions,
23 nearly 237 million. The numbers for September
24 and October were estimates because we don't get
25 those numbers until a little bit later.

1 Actually, we just got Septembers yesterday came
2 through. This has aired over nearly 30,000 TV
3 and radio commercials across Virginia in that
4 year and getting all these over 235 million
5 impressions statewide. Those have just come to
6 an end in November. Again, there you just see
7 the breakdown of the way of the money, how it was
8 spent. Very exciting because of all of our
9 exciting work. We won a Telly Award. Telly
10 Award is a national broadcast TV award and this
11 is voted on by over 200 global representatives
12 and we won the award in the category of tourism,
13 which I think is very important for that
14 television commercial. It showed people how
15 important the state of Virginia is through horse
16 industry as a point of tourism. Very proud of
17 that now 2025. Some exciting things that we look
18 to do as we further this campaign. We'll
19 continue with the broader subject of the economic
20 impact that the Virginia horse industry has on
21 the state of Virginia through agriculture, again,
22 jobs, tourism. But now we're going to kind of
23 drill down a bit and focus more on some specific
24 areas. I know these were some suggestions as
25 well from the commission of some things you'd

1 like to see. Engaging youth stakeholders and as
2 we saw in the Shenandoah presentation, they will
3 come out and enjoy racing and they are also
4 involved in the industry in a lot of different
5 areas. What we want to do is showcase those that
6 are already in the industry and how many
7 different jobs are available and careers that
8 they may not think about. A lot of people think,
9 well, if you don't own or ride a horse, that's
10 the only way you get into the horse industry.
11 Well, as we've seen one of poster boy right here,
12 Aiden there are a lot of different ways in
13 different careers. Bella who worked at colonial
14 last year, we have Kirsten here as well, all of
15 them in different areas of this industry. You
16 don't have to just be a horse rider or farm
17 owner. I was able to be at Shenandoah that day
18 on October 5th when they had a record crowd and
19 that's when we were filming that day and we
20 filmed a lot of these JMU students. We got the
21 young drivers, the young families, but really
22 focused on the students and why they were there,
23 what they were interested in. We got a lot of
24 content now to work with that. Of course, all of
25 our existing people in this industry as well.

1 The budget we're looking at again, 655, we want
2 to increase a little bit on production, only
3 20,000 more, but it's costly to go out and get
4 all this content. As I mentioned before, we
5 don't have any library of content to pull from.
6 We want to be able to go to more locations, get
7 more testimonials, more interviews from people to
8 be able to use when creating all this future
9 content. 510,000 will be used to buy the ads for
10 TV, radio, social, digital. Darrell came up with
11 a great idea about a potential billboard in
12 Richmond to utilize, and Darrell, you can explain
13 where it is to just get this messaging out about
14 the economic impact of the horse industry.

15 **MR. WOOD:** Yeah. There's a couple
16 digital boards on 6495 as you're coming into the
17 city. Anybody coming for general assembly or any
18 event downtown would be exposed to that with
19 Richmond bridge.

20 **MS. BYRNE:** With the younger
21 demographic last year, the picture that you see
22 there, we had a group come out with four H Group.
23 What?

24 **MR. WOOD:** Martin Community
25 College.

1 **MS. BYRNE:** Martin Community
2 College came out with a bunch of young students.
3 This was primarily Aiden had lined up a lot of
4 different speakers from various different careers
5 in the horse industry to speak to them at
6 Colonial Downs. They were so engaging, they
7 asked us a lot of questions, how we got into it,
8 what careers we'd been in, what was available,
9 and how they can maybe focus on that from maybe a
10 veterinary technician, veterinary assistant. It
11 really ran all over the gamut, but it was
12 encouraging that they wanted to know. That has
13 also given us a great idea about getting out
14 there and interviewing people that are already in
15 the industry, but the younger group as well and
16 the career path of how you can get there and what
17 is available. We want to spread that awareness.
18 Then Aiden and Darrell and I talked about
19 wagering is a unique thing that the horse
20 industry has that I don't think we've really
21 tapped into the youth sports group, that they're
22 already playing games on their phones, they're
23 into all these other sports. We've got to be
24 able to show them how they can also get involved
25 with wagering on horse racing legally, of course.

1 How much fun that is. And then they'll want to
2 come out and be a part of it too. This is going
3 to be our ongoing campaign to engage younger
4 people, showing them career paths, the fun that
5 they can have like at JMU at Shenandoah. Then
6 you can also wager and have fun on horse racing
7 with your friends as well. Another piece to this
8 is general assembly and delegates and our
9 representatives. We want to continue to educate
10 them on how valuable the horse industry is and
11 more now. Drilling down to their individual
12 localities. We are in the process right now of
13 putting together numbers for, by locality of how
14 much money is going into, say, their district,
15 whether it's from, it could be a Thoroughbred
16 aftercare retirement, how much money in Virginia
17 is going to that, how much money is going, maybe
18 it's the racing area, a farm that's there. All
19 these different things, it's easy for them to see
20 the numbers coming from, let's say, Rosie's,
21 because those are easy numbers for them to
22 recognize, but they may not know there's all
23 these other things related to the horse industry
24 that are happening in their district that are
25 bringing money into that area. So, we want to be

1 able to show that we're going to create a bunch
2 of different social media pieces to highlight
3 more of the regions and get it more drilled down
4 to their locality with these numbers. The VTA
5 awards, we're hoping to do those during the march
6 meet at Colonial Downs and invite the legislators
7 to present the awards to the winners that are in
8 their localities. Another way to get them
9 involved, to understand that, oh, I have this
10 person who has a farm right here in my district.
11 Here's what they're getting out of this and what
12 we're getting out of this. A way to really
13 involve them more. We have some important events
14 coming up this year that we'd like to highlight.
15 Some of these, obviously the excitement of the
16 Virginia Derby and Virginia Oaks as being prep
17 races for the Kentucky Derby and Kentucky Oaks in
18 March. This is a huge event for the state of
19 Virginia. We really look forward to working with
20 Colonial Downs, but really focusing on a big
21 social media campaign to promote how important
22 this is to Virginia and how exciting this is.
23 That's a built-in fun one to be able to play
24 with. 100th running of the Virginia Gold Cup to
25 highlight steeplechase, 10th year at Shenandoah,

1 Harness racing, the expanded race dates at
2 Colonial Downs. We have the 90th running of
3 Montpelier races, so there's some big events
4 happening that we definitely want to focus on and
5 promote. Then there's a youth equestrian
6 festival that's going to be taking place at the
7 Lexington Horse Center in July. I think that's
8 going to be a great place to go and help get our
9 message out on the racing and breeding side of
10 the industry to youth and how they can
11 potentially get involved. Then just an example
12 of one of the social media pieces that we created
13 that highlights jobs and careers in this
14 industry.

15 **MR. SIEGEL:** Is there a way to
16 play it? Is there a way to play it on this? The
17 video?

18 **MS. BYRNE:** Can you play it? You
19 have to click. It played on my computer.
20 Well...

21 **MR. AHMED:** He probably has to
22 share the video that opened up.

23 **MS. BYRNE:** We did 10 of these
24 that mimicked the radio campaign as well. It's
25 testimonials, but quick testimonials. This is

1 just one. Oh, need audio.

2 **MR. SIEGEL:** There's audio of
3 this, correct?

4 **MS. BYRNE:** Oh yeah. See.

5 **MR. SIEGEL:** There does not appear
6 to be any sound on this video.

7 **MS. BYRNE:** It was on my computer.
8 Unless you can lip read. Well, we can play it
9 for you later.

10 **MR. WOOD:** It's on all the social
11 medias.

12 **MS. BYRNE:** It is on all social
13 medias. It has lovely audio to it. We'll open
14 it up to questions.

15 **CHAIR:** Thank you, Jill.

16 **MS. BYRNE:** You're welcome.

17 **CHAIR:** It was another great
18 presentation and it looks like all the hard work
19 is paying off and great money spent, so thank
20 you.

21 **MS. BYRNE:** Thank you.

22 **MR. SIEGEL:** I also echo that I
23 think that it's important that we get the word
24 out last year or so. You guys have done a great
25 job in doing just that. I might mention that

1 James Madison is no closer to Shenandoah than
2 William and Mary and VCU are. If we could try to
3 cater to some of those students maybe even, it's
4 not expensive to advertise to students because
5 it's all social media and they all do it. I
6 would suggest maybe we try to look there to both
7 those universities and maybe beyond. I mean,
8 we've got Christopher Newport and others east of
9 here. I just thought.

10 **MS. BYRNE:** No, definitely.
11 That's with an expanded social media is what we
12 really want to do this years create a lot more
13 social media specific content. A lot of what we
14 shot, we shot a lot at Shenandoah that is going
15 to really translate beautifully to this campaign.
16 Then you get that out, you tag the other
17 universities and they start to see what's out
18 there. But I do think it's unique how they got
19 the JMU students. They come to Shenandoah, they
20 dress up, they're all wearing coats and ties and
21 dresses. They're having the best time. They're
22 betting, they're cheering, they're enjoying it
23 all, but it's still, that's what, 35 miles?

24 **MR. WOOD:** Yeah.

25 **MS. BYRNE:** They were bringing

1 buses in and I think that's something maybe to
2 work on is how can we help with some form of
3 transportation to get them there.

4 **MR. SIEGEL:** Promotions geared
5 towards those students would bring out some of
6 the things you spoke about, not just inviting
7 them to come.

8 **MS. BYRNE:** Right, exactly. The
9 promotions when they get there.

10 **MR. SIEGEL:** Yeah.

11 **MS. BYRNE:** What they're going to
12 be able to do.

13 **MR. SIEGEL:** Promotions, draw them
14 there.

15 **MS. GORDON-MOORE:** Don't forget
16 the Navy crowd also because that's a lot large
17 group of people that could be brought in on
18 buses. I think it's fantastic that you're
19 promoting the youth of the world and we need a
20 future workforce. Many people, they just don't
21 know how to get into it. You need to find a way
22 to include everybody. It sounds like you're
23 getting a lot of the programs going to do that.
24 I keep wondering maybe if the rows something like
25 that because they have the off-track betting

1 there as well. Maybe do some seminars on
2 handicapping and also how you get into the
3 business and just educate people.

4 **MR. SIEGEL:** I'm not sure it makes
5 sense to do a job fair at any of these
6 universities. Lots of companies do it in
7 organizations may or may not make sense for us,
8 but something to look at.

9 **MS. BYRNE:** Yeah, no, it's the
10 next generation, we have to really encourage them
11 to be involved. I think a lot of that starts
12 with showing them that there are so many
13 different avenues and career paths in this
14 industry.

15 **MS. GORDON-MOORE:** There's a group
16 out of Kentucky. I mean, ...

17 **MS. BYRNE:** Yeah, amplify.

18 **CHAIR:** Amplify. That's it.

19 **MS. BYRNE:** Actually, she was one
20 of my mentees.

21 **MS. GORDON-MOORE:** Right. Because
22 they say they will come to you and put on a
23 formal program.

24 **MS. BYRNE:** We're going to meet
25 with her when we're out. I actually introduced

1 Aiden to her last year out at the Global
2 Symposium and we're going to meet with her when
3 we're out there and see what we can do as a
4 collaborative effort maybe to have them come and
5 get with Colonial, get with Frank and the group
6 at Colonial and see if maybe we have them come in
7 for a weekend because they do a very good job.

8 **CHAIR:** Yeah. It's also nice that
9 you're going to be on the panel at the symposium.
10 All good for Virginia.

11 **MS. BYRNE:** Yes. No, we're going
12 to have a very large Virginia contingent out in
13 Tucson. It's important. Virginia is on the
14 rise. It's being recognized that way. When I
15 was out at Breeder's Cup, everybody was talking
16 about us. It's important that we keep the ball
17 rolling and make everybody realize how Virginia
18 is, this is where it's happening, or the good
19 story.

20 **MS. BRAND:** I have a question. I
21 mean, in addition, like everyone else said really
22 good work. It's amazing how much the board has
23 gotten out there. The pictures, the photographs,
24 the social media, all of that just reaches many
25 different generations. Just out of curiosity, do

1 you all, I assume partner or collaborate with the
2 Virginia Horse Industry Board?

3 **MS. BYRNE:** Actually, Debbie
4 Easter is on the board and I've been working with
5 them with the marketing campaign. They're doing
6 a whole rebranding of the Virginia Horse Industry
7 Board and have hired a marketing firm that
8 they're working with. I was able to join in on
9 one of their meetings and see what they're doing.
10 That is in my notes as a way that from the
11 broader perspective, how we can collaborate, join
12 forces because they'll the show horse world and,
13 and how much bigger it is through that. Anybody
14 we can work with, collaborate and share our
15 marketing campaigns and forces with. We've done
16 that. We've sent our content off to other places
17 in Virginia and they'll play our content, which
18 is good. It's getting out there.

19 **MS. BRAND:** Well, they have some
20 money that can give them join in together.

21 **MS. BYRNE:** Yeah.

22 **MS. BRAND:** Then my other question
23 is I mean, there is no doubt it is reaching tons
24 of people, and I've asked this before and I still
25 can't quite get my arms around. How do we know

1 it's sticking? How do we know that last year 10
2 percent of the population in Virginia knew about
3 horse racing was going on in Virginia and now
4 it's 15 percent or 20 percent. How do you come
5 up with some actual measurements to know that,
6 other than obviously, it's easy to talk about the
7 money spent, the value and everything, but how do
8 we know it's really heading home?

9 **MS. BYRNE:** Yeah, I think that's
10 always hard to be able to put a real number on
11 that. I think when you see how many impressions
12 we're getting and what these numbers are of
13 viewers, and then the click through rate and
14 people are spending time watching these and going
15 through, whether it's on our website, but
16 watching this content, I think that gives you an
17 idea that they're paying attention and they're
18 looking at it, they're watching it. How does it
19 translate? I guess we'd like to see maybe, does
20 it translate with getting people out to the
21 races? Can we quantify anything there? JMU the
22 students or people coming to Shenandoah? I mean,
23 I'm not really sure how to maybe put an actual
24 number. I know Commissioner Tanner has some
25 insight on that from his background as well with

1 this how to quantify that.

2 **MS. BRAND:** Yeah. That'd be
3 great.

4 **MS. EASTER:** I have one comment,
5 Commissioner Brand. I don't know about you all,
6 but I get just comments, texts from friends of
7 mine around the state about how they've seen this
8 commercial and it's hard to know because it might
9 not be running in your area, but it's something
10 they haven't seen. It's got to be sinking in a
11 little bit.

12 **MR. AHMED:** Hey, Debbie, sorry.

13 **MS. EASTER:** I think it should
14 be...

15 **CHAIR:** Can you identify yourself?

16 **MR. AHMED:** You have to identify
17 yourself and be recognized by the chair.

18 **MS. EASTER:** Debbie Easter, well,
19 President Virginia Equine Alliance. But...

20 **MR. AHMED:** Did you get that?

21 **COURT REPORTER:** I didn't get her
22 name.

23 **MS. EASTER:** Debbie Easter.

24 **COURT REPORTER:** Got it.

25 **CHAIR:** Thank you.

1 **MS. EASTER:** But I'm amazed at how
2 many people call me and say, they said what a
3 great add it is and that they've seen it.

4 **MS. BYRNE:** I think, oh, sorry.
5 We've started from zero. That's where I look at
6 and what we've done in one year and with a
7 collaborative group effort on this. With one
8 year making a really big impact and now keep that
9 momentum going. That's the way we're looking at
10 it. Just keep pushing it out there.

11 **MR. SIEGEL:** Commissioner Tanner?

12 **MR. TANNER:** I don't have anything
13 to add other than great job on the impressions
14 and on the value of the campaign.

15 **MS. BYRNE:** Thank you.

16 **CHAIR:** Thank you.

17 **MR. SIEGEL:** A couple follow up.
18 The next step. This is in response to an email
19 that I sent asking about some more information
20 because this is, I believe, a follow up that
21 you're going to do to your previous request for
22 funding from the VRC and for funds that are
23 appropriate to the VRC within the budget. Can
24 you just clarify what you're requesting for next
25 year's, what the total cost is? Then the second

1 thing is, if we go back to the summary as of
2 November, 2024 just it's very obvious, the
3 disparity between the cost and value for TV slash
4 radio, and then you look at digital and its
5 dollar for dollar. Can you just explain what the
6 disparity there is?

7 **MS. BYRNE:** The disparity over.

8 **MR. SIEGEL:** The value for TV
9 slash radio, the cost is 344,000 and the value is
10 \$3.3 million. But then when you go down to
11 targeted digital, it's the cost is 135. The
12 value is one to one there, 138.

13 **MS. BYRNE:** Yeah. From the
14 company we work with. That is an exact what you
15 pay and you're not getting any additional value,
16 any additional push out of it. You're buying X,
17 you're getting X, whereas the targeted and the TV
18 radio, with the NCSA program, we get the three to
19 one. You're getting a lot more bang for your
20 buck as a nonprofit and as a government agency.
21 We buy X number of ads and then they in turn are
22 given from their sister stations and additional
23 stations a lot of bonus ad time for that. That's
24 how those numbers come up. It's basically I
25 think it's three to one, but we were actually

1 getting even a larger ratio than that from NCSA.
2 That's the disparity difference.

3 **MR. SIEGEL:** Basically, once the
4 BRC grants you this allots this money towards you
5 because of your status as a non-profit, you're
6 getting that value. But anybody else, like a
7 for-profit company, if the VRC were to grant them
8 the value of this, they would not be getting that
9 same value in return.

10 **MS. BYRNE:** That's the way I read
11 it. With NCSA. Yes.

12 **MS. EASTER:** I can, I can answer
13 that a little bit better. Debbie Easter, again,
14 for Virginia Equine Alliance and Easter
15 Associates, we represent the Virginia
16 broadcasters also. They came up with a creative
17 program long ago to help fund their association
18 where for state agencies and non-profits that
19 they would sell the ad time. But for every ad
20 that you do, you get three, four extras. It's a
21 great thing for state, I think tourism uses that
22 program. I don't do the broadcasters, so I don't
23 remember, but there are other state agencies that
24 use it. We were able to, once again, like
25 Commissioner Brand was saying, we were able to

1 collaborate of another program and take advantage
2 of that. It's real helpful.

3 **MR. SIEGEL:** Just a follow up.
4 For the digital marketing there, what does that
5 entail? Does that entail streaming services,
6 Spotify, as well as TikTok and all those things?
7 Or are we talking about something different here?

8 **MS. BYRNE:** No, that would be all
9 your streaming. Yeah, all your streaming
10 services, your social services.

11 **CHAIR:** If it's digital, why
12 wouldn't, I mean, if it gets shared, if it gets
13 moved, you're not paying for that. Somebody
14 wants to share something or TikTok goes viral,
15 wouldn't that add to the value?

16 **MR. SIEGEL:** The ad would be,
17 you're purchasing ads through the company itself.
18 It's not like a video that's being shared. It
19 would be an ad that's shown in between videos.
20 Then the reason why I bring it up is because
21 obviously the shift from, you've got all these
22 cord cutters, people are moving from cable dish
23 to streaming services. I mean, I don't have any
24 cable subscriptions or anything I haven't had for
25 the last two years. But what's happening is

1 services like Netflix, they're going from no ads
2 to ad-based revenues, which is, I'm just looking
3 at the impressions for digital and I'm surprised
4 that we have five million impressions, which that
5 could just mean opening up one tweet, even if
6 it's not liked or retweet, it could result in 50
7 or a hundred impressions. That doesn't really
8 mean that the audience got it. That's the only
9 thing I was surprised about that today's World
10 digital is 5.1 million impressions and then TV
11 and radio is 242. It looks like TV and radio is
12 still the preferred method of advertising here.

13 **MS. BYRNE:** Yeah, I would say on
14 the larger scale, but digital as well. That also
15 includes the banner ads, all banner ads that you
16 see. That's basically what we're purchasing is
17 those digital ads to go with the content. You
18 wanted to know what we were requesting?

19 **MR. SIEGEL:** Yeah. What the
20 funding is.

21 **MS. BYRNE:** We would request the
22 same as previously the 655 and broken out in the
23 way that we put it up there. 510 for the
24 purchase of the media. That can be adjusted. I
25 put that number in there to add a bit more to

1 creating content because that's not only going
2 out and shooting, that's the production side as
3 well. Hope that answered.

4 **MR. SIEGEL:** It does. Great
5 report. Yes.

6 **CHAIR:** Thank you.

7 **MS. BYRNE:** Thank you.

8 **MR. SIEGEL:** We're going to be
9 able to look at the speakers issue now before the
10 next agenda.

11 **CHAIR:** We're going to take one
12 pause to see if we can look at the speaker issue
13 that we were having.

14 **(OFF THE RECORD) (11:02a.m)**

15 **(WHEREUPON, a short recess was taken.)**

16 **(ON THE RECORD) (11:04a.m.)**

17 **COURT REPORTER:** Do you want to go
18 ahead and continue?

19 **MR. SIEGEL:** Just go to the next.

20 **CHAIR:** We'll go ahead and
21 continue on with our...

22 **MR. SIEGEL:** They get work and
23 they can tell us.

24 **CHAIR:** Yes. New business. Under
25 new business. The first item is Colonial Downs

1 Groups, LLC, limited license to conduct race
2 meetings in 2025, I would like to entertain a
3 motion to address Colonial Downs Group's LLC
4 Limited license to conduct the race meeting in
5 2025. Is there a motion from the commission?

6 **MS. BRAND:** So, move.

7 **CHAIR:** Is there a second from the
8 commission?

9 **MR. SIEGEL:** Second.

10 **CHAIR:** Executive Secretary meet
11 and representatives from Colonial Downs or
12 assigned the floor.

13 **MR. AHMED:** I believe Frank Hopf
14 is here to represent Colonial Downs. As he's
15 making his way up, I'll just start off. Colonial
16 Downs is currently licensed to conduct race
17 meetings with pari-mutuel wagering. Could you
18 pull up his presentation? Pursuant to Virginia
19 Code annotated 59.1-376, the VRC may issue a
20 limited license to conduct race meetings that do
21 not exceed 75 days in a calendar year to a
22 significant infrastructure limited licensee.
23 Colonial Downs has filed this request. We'll
24 hear from Frank Hopf first and then we'll go into
25 some recommendations that the staff has

1 specifically for the race State's calendar, as
2 well as some improvements that we'd like to see
3 to the facilities.

4 **MR. HOPF:** Yeah. The
5 presentation. Well, good morning, Madam Chair
6 Commissioners. Hope you all had a nice
7 Thanksgiving.

8 **CHAIR:** You as well. I hope you
9 did.

10 **MR. HOPF:** Spent time with family.
11 There we go.

12 **CHAIR:** That's good.

13 **MR. HOPF:** Frank Hopf, senior
14 Director of Racing Operations at Colonial Downs.
15 The presentation here, obviously, there's a lot
16 of excitement forthcoming with the 2025 meet at
17 Colonial Downs. A lot of planning is going on.
18 A lot of focus on the March meet highlighted by
19 the Virginia Derby. A lot of this presentation,
20 we'll discuss the March what we're doing right
21 now for March. Then obviously, we're looking for
22 the summer meet as well.

23 **MR. AHMED:** You got the clicker?

24 **MR. HOPF:** Yeah, I got the
25 clicker. What is it this?

1 **MR. HOPF:** Just a quick recap of
2 the 24-racing season. I know I went over this a
3 little bit in the October meeting, but the racing
4 program we had seven runners compete in the
5 Breeders' Cup this year. Breeders' Cup Filly &
6 Mare Turf and Beverly D. Winter was Moira. It's
7 always nice to have Breeders' Cup runners come to
8 Colonial Downs. It's always nice to have one win
9 one of the races there. That's the second year
10 that that's happened. Race day promotions.
11 Again, we saw some positive attendance with the
12 new Saturday promotions. As Darrell mentioned
13 Weiner Dog Day is a very popular event around the
14 country. Having that there we certainly saw
15 positive attendance there. This year we hosted
16 the new Kent County Fair daring racing at our
17 track site tent in the east area. Large crowd
18 came out for that. I was pleasantly surprised
19 how many people stayed and were watching every
20 race out there that came out for the fair.
21 Looking forward to building upon that with the
22 county on some other events that they may be
23 having as we look towards the summer. Second
24 edition of the Festival of Racing 12 races,
25 including our big three races winners for the

1 Arlington Million was Godolphin Nation Pride,
2 trained by Charlie Appleby and rode by William
3 Buick. Those are internationally known trainer
4 rider combination that were at Colonial this past
5 summer. Moira again who won our Beverly D went
6 on to win the Breeders Cup Filly & Mare Turf.
7 Then grade one winner coming into the Secretary
8 of Stakes. I'm going probably mispronounce this,
9 Trikari won that race. Then I think the biggest
10 highlight of the Festival of Racing was the
11 announcement by Governor Youngkin about the
12 Virginia Derby Day and what that now symbolizes
13 being a prep race for the Kentucky Derby.

14 **MS. GORDON-MOORE:** I just have a
15 question real quickly.

16 **MR. HOPF:** Yes, ma'am.

17 **MS. GORDON-MOORE:** On attendance,
18 would you say there's a 10 percent increase or
19 still holding steady?

20 **MR. HOPF:** So, we did see a slight
21 decrease this year in attendance, but I think a
22 lot of that had to do with the festival moving to
23 a Sunday. Obviously, I mentioned weather early
24 on the meet certainly wasn't helpful. We were
25 down, I think it was about four percent maybe.

1 But a lot of that was from festival certainly was
2 down/ let's move on to the March meet.
3 Obviously, there's a lot of moving pieces to
4 start up a three day meet. Let's talk racing
5 office and the staff. The team will comprise
6 mostly of team members from Churchill Downs
7 Racetrack. Dan Bork will be the racing secretary
8 for both race meets in 2025. Dan is currently
9 the Assistant racing Secretary at Churchill
10 Downs. He's also been the racing secretary at
11 Ellis Park. Instead of going to Ellis, Dan is
12 going to be joining us this year at Colonial
13 Downs. I'm excited to have Dan on board with his
14 experience and his knowledge in the industry.
15 The team members from 24, so those who are
16 available from the 24 season have and will be
17 contacted for availability. A lot of them have
18 expressed interest in coming up here to help out
19 for these three days. Primarily most of the team
20 is from Tampa Bay Down, so that's going to be a
21 little tricky. But based on my conversations
22 with Dan, we're in good spot with all the
23 staffing and all the positions that we need to
24 operate. The track maintenance operators, most
25 of them we've kept on from the conclusion of the

1 24 season. They are on site and still working
2 for us. Then obviously mutual tellers that we're
3 expecting a large crowd on the 15th that we will
4 pull from our other locations if needed to get
5 mutual staffing here for March. The racing
6 program itself obviously, it's going to be multi-
7 prong how to attract horses to Colonial. We are
8 having ongoing discussions with the Horsemen on
9 purse increases opportunities on these three days
10 still need some further discussion on where that
11 will fall out. Condition book. I do have a
12 draft of the condition book right now was sent to
13 me yesterday. We have a standing meeting with
14 Dan and Ben Huffman at Churchill tomorrow. My
15 hope is that we could probably get a book over to
16 the Horsemen end of this week so we can have that
17 book hopefully finalized and ready to go so we
18 can get everyone around the country knowing what
19 the three days is going to look like from a race
20 standpoint. Obviously, a lot of cooperation with
21 the Maryland Jockey Club and the Horseman. They
22 are not planning to run those three days or not
23 going to be running those three days in March.
24 We've make sure that we have conversations with
25 them about the race program and how it ties into

1 how their existing program looks from a condition
2 book standpoint. Recruitment. Obviously,
3 getting the book done as quickly as we can will
4 be helpful. Obviously, travel racing
5 publications and obviously Dan and Ben's
6 connections in Churchill's connections of getting
7 this information out to the Horseman. One thing
8 that we are going to do to help with horsemen and
9 incoming trainers for the race is that we're
10 going to bed all the stalls with shavings. We're
11 not expecting horsemen to come and try to find
12 bedding for their horses to come in for the,
13 basically the week of racing. We're going to try
14 to do some things like that, that are already set
15 for them when they get there so they can just
16 worry about transportation and feed.

17 **MS. GORDON-MOORE:** Are you
18 planning to open the receiving barn stalls in the
19 back? I mean, how many stalls for...

20 **MR. HOPF:** Yeah. Right now, we
21 are planning the receiving barn and then probably
22 barns one, two, and three is the plan right now.
23 Obviously, entries will dictate how that looks,
24 but yeah, that's our plan right now is to get the
25 entries and then allocate stalls accordingly.

1 **MS. GORDON-MOORE:** You're going to
2 need 300 horses...

3 **MR. HOPF:** Yes.

4 **MS. GORDON-MOORE:** ...in those
5 three days, basically.

6 **MR. HOPF:** That's the thought
7 process. Yes.

8 **MS. GORDON-MOORE:** What about are
9 you going to run any van shuttle from Maryland...

10 **MR. HOPF:** Yeah, we're having
11 conversation. Again, we've had that ongoing
12 transportation from Fair Hill. We're talking
13 again with Marilyn about should there be another
14 van from Laurel that comes down. Those
15 conversations are happening right now.

16 **CHAIR:** It's nice that they're
17 finally in agreement with us and would allow
18 those horses to come.

19 **MR. HOPF:** Yeah, I will certainly
20 say it's been a positive working group to get
21 this moving. I'm hopeful that will continue for
22 these three days in March. Looking at the dirt
23 track. Obviously, this is something hasn't
24 happened at Colonial Downs, I don't believe for a
25 little bit is racing in March if ever. We are

1 still working with Alfredo Laureano, who's the
2 track superintendent, Keeneland. He's actually
3 at colonial right now. He is going to be the
4 main person overseeing the maintenance program
5 during the winter months. We have ordered and
6 have a large pile of material sitting in the
7 backside right now. We've gone through all the
8 process of having material screen tested that
9 we'll be adding to the main track before the
10 March season. We have material that we are
11 looking to add at least two inches to the track
12 this year which will increase the pad or the base
13 of the track that will give us a little more
14 flexibility with coming, we know like we dealt
15 with rain this past season. We want to make sure
16 that we have enough material there on that track
17 to make sure we can accommodate conditions
18 better.

19 **CHAIR:** Have you solved the
20 problem of the run- up times and the positioning
21 of the gate and the needed gaps?

22 **MR. HOPF:** Yes, and that's
23 actually on my next slide.

24 **CHAIR:** Oh, okay.

25 **MR. HOPF:** Turf track operations. Again, with

1 the number of races forthcoming the goal is to
2 maximize every inch of the turf course, course
3 usage will be expanded to 170 feet and we'll be
4 moving the rails every 10 feet. Something we did
5 last year, obviously, to Commissioner Moore's
6 question, we did have some issues with run-ups.
7 Gmax was on site last week performing another set
8 of measurements to reconfirm starting points and
9 mark post for the new hybrid timing system that
10 we're adding more to the turf course. We are
11 looking to add additional gaps from the main
12 track to the turf course that will allow us a
13 couple different things. Obviously, we can get
14 the gates over all the starting distances, but
15 also eliminate some wear and tear on the same
16 spots. I think as everyone knows after a few
17 weeks from the gates moving on the same spot for
18 mile races and stuff on the turf, you'll see a
19 little bit of what looks like running. We are
20 adding some different spots so when the rails
21 come out a little bit further, they're add to
22 right proper run-up distances and then that will
23 give a little less wear and tear on the turf
24 course as well in the same spot. The maintenance
25 program for the turf course will resume at the

1 conclusion of the March meet, which is the normal
2 timeframe where we start working on the turf
3 course. If he had been out there, turf course is
4 still green. I think it's starting to brown up
5 now because of the temperatures, but turf course
6 is looking pretty good right now. Stable area
7 operations. The plan for March is more of a
8 racing and go operation. Obviously, the plan is
9 to have entries probably about seven days out for
10 each race day. Once entries have been taken, we
11 will understand what horses are going to be
12 coming to Colonial. We are not finalized with
13 this one, but the stable area will probably open
14 the week of entries for horses enter to run.
15 Right now, plan is training will be available
16 March 18th through the 15th. Plan is to prepare
17 barns one through three in the receiving barn.
18 Dorm rooms will be available. We have checked
19 all the heaters with AC units, so they all work.
20 Then obviously we've been preparing for this meet
21 since September. We did keep additional team
22 members on board working on a variety of projects
23 in the barn area, the paddock, the track. We are
24 working quite diligently to get ready for not
25 only March, but even the summer meet as well.

1 Mutual operations. We are going to be adding,
2 and I'll discuss this in the next couple slides,
3 but we are going to be looking to add some
4 additional machines and locations for March 15th.
5 Then our food and beverage operation. We've been
6 having ongoing meetings with them and working on
7 what the scope of the operation's going to look
8 like and venues and all that. Hopefully, we'll
9 have that wrapped up here in the next couple
10 weeks as well. Some of the marketing concepts
11 have the proposals. We're starting to iron these
12 out because our plan is to really start marketing
13 the March meet in mid to late December. We are
14 getting close to starting really ramp up the
15 marketing. Obviously, we're going to do some
16 more television primarily CBS 6. Again, this is
17 on location shoots and videos or in going in
18 studio and talking about the day and stuff like
19 that with a variety of people. Again, CBS 6
20 sports Play of the Day sponsorships with a lot
21 more of emphasis on the upcoming Virginia Derby
22 on March 15th. ESPN Richmond live call-ins every
23 Thursday. That's actually been ongoing
24 unfortunately for ESPN listeners to me. Listen
25 to me every Thursday talking about everything

1 going on colonial downs that will pick back up in
2 January. One thing we are looking to do is
3 because the cooperation with Maryland taking a
4 look at maybe doing some stuff with ESPN DC and
5 working on promoting Colonial Downs throughout
6 the season, but obviously focusing on March 15th
7 to start. Obviously, the market in Maryland
8 letting people know that we will be racing during
9 that timeframe when Maryland takes a break. I'm
10 hoping that's an opportunity to get some people
11 down from DC down to our area, but also Northern
12 Virginia, obviously that reaches a large market
13 up there as well. Then obviously digital and
14 print. As Jill was mentioned earlier there's a
15 variety of things that we're going to be doing
16 with targeted search engines, audio and video
17 target streaming and messaging with commercials.
18 I think some of the focus will be that really a
19 50-mile race starting from Fredericksburg, which
20 would go to Arlington down to Mechanicsville as
21 well. In our standard cable the 95 to 64
22 corridor as well. We will have this finalized
23 hopefully the next week or so. We'll certainly
24 next commission meet and go in more detail what's
25 going on as well. Looking at the march race

1 season, Thursday and Friday first supposed to be
2 12:30. We'll open the gates up at 11:30. Plan
3 is eight or nine races based on entries. We're
4 hopeful that we hit the nine number. But the
5 book will be based on eight races, plus some
6 subs, and we'll do some promotions. These are
7 all still to be worked off. We're hoping to add
8 a little more elements to the whole three-day
9 plan with some festival type atmosphere
10 elements to the days. But right now, we're
11 obviously, we'll do some quick drink and food
12 specials. Virginia Derby Day. First post will
13 be 12:00. We'll open the gates up at 10:30.
14 Obviously, goal is to have 11 races highlighted
15 by the Derby and the Oaks. FanDuel is confirmed
16 to be on site all three days of this meeting.
17 They'll do their live broadcast out by saddling
18 Paddock as they have done for festival day. A
19 lot of planning is going into this particular
20 day, and I know this picture's a little small for
21 everyone to see. But one thing we're really
22 trying to do is add the Kentucky Derby vibe to
23 this day. We're trying to target a large segment
24 of the area to come to Colonial Downs and enjoy
25 something that's going to be memorable for

1 Virginia. What you'll see, and I don't know if
2 there's a little pointer there, but you'll see
3 right in front of the grandstand, you'll see
4 three rectangles where typically the bleachers
5 are with tents. We are looking at three tents,
6 separate tents in front of the grandstand. We're
7 going to remove the bleachers and we're going to
8 set up apron boxes. There'll be sections of six
9 that people can purchase their receipts and have
10 more of an elevated experience from a group
11 standpoint. They'll be sold at boxes of six all
12 the way up to the entire 10 if they want up to
13 72. Those are those three sections right there.
14 I did not mention that. Obviously, we have 10
15 suites. Most are already reserved. But we've
16 had 30 plus inquiries for suites on this day
17 already. Part of this planning was to find other
18 ways to accommodate the groups and some of the
19 demand that we've received so far without any
20 additional advertising except for basically the
21 announcement. We're looking to add these apron
22 tent seats boxes for customers where the track
23 site tent is, that is going to be enclosed
24 reception and lounge area. This will be a
25 separate ticketed item with a buffet, mutual,

1 probably some music. Again, another experience
2 for those customers that are looking to come out
3 to the day. We're looking to really make that a
4 nice area for people who come out to the track
5 and have a viewing area of the track itself and
6 being out there in that experience. Then just
7 east of the existing track site tent, we are
8 going to be adding a 60 by 90 tent. That will be
9 probably enclosed by three sides. This will be
10 for the general public to omissions area. We'll
11 have music food and drink wagering out there.
12 All the picnic benches that are currently under
13 the track site tent will be moved out to this
14 area. All the bleachers that we are moving will
15 be available throughout the grandstand for those
16 who buy general mission to this day. As I
17 mentioned, general mission we are expecting a
18 very large crowd. One thing we are going to do
19 is probably make this a ticketed event. It's
20 going to be a low-cost general mission ticket,
21 but it does allow us to understand what the crowd
22 size is going to be because we are running in
23 March. We want to get an idea of what we need to
24 do to make sure that everyone has a good time
25 from a weather if it's going to be chilly.

1 That's always something we're working through as
2 well. This is probably going to be a ticketed
3 event to get in along with all the seating
4 options, the Jockey Club seats that we have put
5 on sale are sold, the box seats are sold out, the
6 grandstand seats are halfway sold out already.
7 Which we we're looking forward to is a lot of
8 excitement, a lot enthusiasm for this day, and we
9 certainly want to build upon that. Talking about
10 the Jockey Club, as I mentioned the seats that
11 have been available for sale are sold out. What
12 we have done is a couple different things to the
13 Jockey Club that will continue into the '25.
14 We've taken basically all the tables that are on
15 the east side of the Jockey Club, and we've moved
16 them to the middle and to the west side. That
17 seating capacity. We've added those tables to
18 those sections. Then we are going to be adding
19 additional tables that you'll see on the east
20 side, which is right underneath the high limit
21 bar. We have added about 144 seats to the Jockey
22 Club. I think our capacity would be about 514
23 for the day. We are working with Ticketmaster to
24 get this new seating map out for them so we can
25 get these tickets on sale to the public. We'll

1 also be selling seats at the high limit bar for
2 bar seats along with some additional tables. The
3 machines on the third floor have been removed and
4 so that we have some additional space that we're
5 going to put some more round tables back there
6 for groups of eight. We just accommodate people
7 that want to come out to the day and not feel
8 like they don't have opportunities, at least be
9 there. There'll be a buffet as it has been. The
10 food, the operation will be relatively standard
11 buffet at all locations to help with that
12 operation as well. Not having separate menus at
13 all locations will make it a little bit more a
14 streamline. Moving on to some improvements for
15 the upcoming season. We are right now still in
16 the budgeting and CapEx approval process, so
17 nothing has been approved yet. But obviously the
18 new dorm has been approved and I took this
19 picture yesterday. That is what the new dorm
20 looks like right now. That project is moving
21 right along still on time talking with the
22 construction company. If they run into any
23 delays and we get into the March and the barn
24 area opening up, they will stop work, make sure
25 the area's clean so we can have no interruptions

1 to the horses being back there in the barn area.
2 we do have another phase of the turf irrigation
3 system, which should be the final phase that's
4 been proposed along with what I mentioned before,
5 adding gaps to the main track, to the turf
6 course. Next meeting I'll certainly be able to
7 provide what CapEx expenditures are coming for
8 2025. Looking towards racing in the summertime.
9 In the discussions with the horsemen and us we
10 came with a schedule of a Wednesday through
11 Saturday, four days a week. Our plan is to have
12 Wednesday through Friday first post at 12:30.
13 Again, gates open at 11:30, eight to nine races
14 based on entries. Again, a lot of this is still
15 to be worked out. A lot of the focus right now
16 is on March. But again, having some food and
17 beverage specials there. Again, as we look to
18 Fridays, we want to make sure that we're adding
19 some different elements. We went away from going
20 every Friday at 4:00. That was from a variety of
21 how the crowds went. I have a slide on that and
22 some conversations with the horsemen on their
23 opinions with Friday at night. What we wanted to
24 do is to try to scale it back to three Fridays
25 for the upcoming season. What we targeted was

1 the first Friday of each month of the racing
2 season. From a marketing standpoint, it was easy
3 to say the first Friday of each month, it's going
4 to be a 4:00 post. Again, some of the elements
5 we did this past year with live music happy hour
6 specials, but I think there's an opportunity to
7 actually add on to that as well. Make it more of
8 a bigger event. If its Corgi dog racing I've
9 reached out to some camel and ostrich. There's
10 some other things we can add to that day to
11 really bring the crowds out and make it more of
12 an event on a Friday evening. That's what their
13 goal is with the hopes that we can do that, then
14 we can look to add more as we move forward in 26.
15 That's our plan with the Fridays. The other part
16 of the thought process with Wednesday through
17 Saturday was that Sunday would be the race day.
18 Well, if something happened during the week heat,
19 rain and we lost a day, we would plan to move the
20 entire card to that Sunday. That gave us a
21 little buffer like what we dealt with this year
22 with the million that week, losing that because
23 of the tropical storm that instead of canceling a
24 Wednesday and looking to find another time to
25 reschedule it, and those horses that have entered

1 and horsemen that have plan to be here, we would
2 take that and move it to Sunday automatically.
3 No redraws or anything like that, the entire card
4 would move. That was the thought process of
5 leaving Sunday as a day to make sure that we
6 accommodate all racing and instead of try to find
7 a day, three weeks or a month down the road like
8 we've had to the last couple years. Just a
9 couple slides on the racing recap. This recap
10 shows seven days for 2024. It does include the
11 day that we canceled after race four. Compared
12 to eight days we lost two Fridays this year. One
13 was opening Friday and then the week of the
14 festival, I think it was August 9th that Friday,
15 because we moved that to a Tuesday. Those two
16 days are excluded for, obviously we didn't have
17 Friday racing. Just a comparison how handle went
18 along with starters. You'll see that average
19 attendance for these four days was just over 1700
20 compared to 2023, where we had eight Friday
21 racing obviously, we lost one because of heat.
22 Our average attendance was 1900 in 2023. That is
23 this slide. The second slide is ticket sales.
24 Again, total attendance is the same average but
25 this does break out how each location did

1 corresponding Fridays. Jockey Club did see a
2 boost compared to the other locations. Again,
3 how we've taken attendance the last two years.
4 Anyone that came through the General Mission Gate
5 was clicked along with the Rosie's locations from
6 hours of racing. From, I think one hour before
7 we started racing on a, each race day till the
8 end of racing, that was considered a click into
9 Rosie's. Because we found that a lot of
10 customers come through Rosie's, play the
11 machines, and then go out and watch racing. We
12 included those totals in there as well. That
13 '23, '24 is at least consistent from how we've
14 taken attendance the last two years. Again,
15 looking at '23, our program sold number wasn't as
16 complete as I like, so I did not want to put
17 information I wasn't comfortable providing to you
18 guys. Looking towards the summer the Colonial
19 Downs Festival racing will be August 9th. Again.
20 We are looking at a 12:00 post time this year.
21 Again, looking at 11 or 12 races highlighted by
22 our three graded races. Labor Day. In
23 conversations with the Horsemen, looking at the
24 holidays I think there was an interest of running
25 on Labor Day. Obviously, we were looking for an

1 additional day to make the 41st day. Plan is to
2 run on Labor Day first post at 12:30. We'll
3 certainly look to add something to that day as
4 well to get people there. Then what we're
5 calling right now, old Dominion Derby Day is
6 basically what Virginia Derby Day was. We are
7 still working through the stakes program. Right
8 now, we have tentatively for September 6th, same
9 stakes as before, obviously the Derby and Oaks
10 will have a new name tied to them because they've
11 been moved to March. But those races will keep
12 the grade in their listed status as we move
13 forward. Again, 11 to 12 races for the program.
14 Then goal is to have closing day September 13th
15 and do a fan appreciation type day for that. 25
16 promotions for Saturday. Again, we'll continue
17 to do petting zoo and pony rides every Saturday.
18 A lot of these promotions are more tentative, but
19 are where the plans are moving towards. Opening
20 Saturday. We were looking to do more of an RVA
21 type day. That's incorporating some of the local
22 sports groups, the squirrels, and probably some
23 of the college VCU really tie it in and work with
24 the visit Richmond groups and make that a big day
25 for this area. Virginia Hall of Fame Day.

1 Possibly try to get some Virginia Hall of Famers
2 out to the track. Promote also the Virginia
3 Sports Hall of Fame, but along with getting some
4 of the local athletes out here as well. One
5 thing we did this year that worked well that
6 we're going to focus on a little bit put more
7 attention to is the sunrise at Colonial. That's
8 July 26th. That's also typically when the PDGF
9 day is. We're looking to add to that. Have
10 invite groups out to the track, do a tour watch
11 training. Again, put a little more focus on
12 that. We probably had 60 people that showed up
13 this year. A variety of from four H groups to
14 people who just love racing that wanted to come
15 out just a little bit earlier. I think there's
16 an opportunity to continue to build upon this
17 day. Again, some of the new Kent events these
18 are alternative, we need to have some
19 conversations with them on dates. Wiener dog
20 racing will return looks like probably the same
21 weekend as it was because that seemed to work
22 well. Then obviously quote the stakes for the
23 restricted program and then ending with a fan
24 appreciation day. Again, I'll have a lot more
25 detail on these at the next commission meeting

1 **once this schedule is ironed out. Then that's my**
2 **presentation. Happy to answer any questions or**
3 **concerns**

4 **MR. AHMED:** You want me to go
5 through our recommendations?

6 **CHAIR:** Yes.

7 **MR. AHMED:** Here are the staff
8 recommendations. The first one is that the staff
9 recommends the VRC approve the race dates as
10 presented, but with a slight adjustment to the
11 summer meet, specifically the Fridays. The post
12 times for Friday races during the summer meet, we
13 recommend that they be adjusted to 4:00 PM and I
14 think there's a lot of reasons. Obviously, the
15 numbers that you presented today have some
16 caveats to that. Hearing the proposal by VEA,
17 just there's an effort to expose racing to the
18 other populations that haven't been exposed to in
19 the past. I think next year with the expanded
20 meet, that's going to be an opportunity for us to
21 look at how the surrounding area responds to
22 twilight racing. That's one of the
23 recommendations. There's also a list of
24 disclosures that per regulation each licensee can
25 just reference to their initial application.

1 We'll just the staff will send you all a letter
2 to provide us updates to those disclosures.
3 There are things like the organizational
4 agreements, bylaws, things like that. We also
5 need the updated safety and security plan for the
6 facility. I realize that there have been updates
7 to the amendments to them on an annual basis. I
8 think that's something that we would like to see
9 the most recent copy by December 31st. Then
10 based off of the reports that my team, the
11 investigator as well as the equine medical
12 director has submitted for the meet. I believe
13 there have been some conversations around just
14 the issues with mold. There's organizing
15 deliveries and there's list of other
16 organizational things that need to be done. I
17 believe the team has been in communication with
18 you all. We'll just need to get a plan on that
19 by the 31st. How you all address that so we can
20 have that conversation. I'll stop there. Those
21 were my recommendations. And I know

22 **CHAIR:** Well, thank you. Another
23 great report. Thank you, Frank. I can't tell
24 you how much I'm looking forward to especially
25 the we nearing type of race March. I agree. The

1 4:00 post is something as commissioners, our job
2 is to grow and sustain the horse industry. I
3 think having the opportunity for folks to be able
4 to get there on Fridays after work is a very
5 important aspect of what we're trying to do here
6 at the race of commission. That's all I'm going
7 to say on that. Any other commissioners?

8 **MS. GORDON-MOORE:** Yeah. Part of
9 the problem with the 4:00 PM is people shipping
10 horses in. What is the percentage of horses that
11 actually ship in on a daily basis? Do you have
12 any idea?

13 **MR. HOPF:** I don't have that in
14 front of me with the in and out ships. I know
15 the shuttle that varies the one we have from Fair
16 Hill. Most of the horsemen that come in on
17 Fridays, typically have stalls there. They just
18 bring the horses down and put them in the stalls
19 that they've been allotted. I can get that
20 information for you, but...

21 **MS. GORDON-MOORE:** Just an
22 interesting, and part of it is, do you anticipate
23 more will be stable there for the summer with the
24 longer meet versus some of the ship ends?

25 **MR. HOPF:** I am under the

1 impression and believe that we will have a lot
2 more applications for stalls because of,
3 obviously, I think Maryland not running, I think
4 some of those traders that may want to come down
5 and have some stalls instead of going to the
6 receiving barn every time they come down. I am
7 expecting probably a fuller stable area for the
8 upcoming season. I think that's going to be
9 playing a part of how that backside looks
10 compared to it has in the past. Helpful.

11 **CHAIR:** Helpful. Any progress on
12 European shippers? I know it's a hassle because
13 they can't come into Dallas and they have to go
14 to New York and get there somehow, and everybody
15 keeps talking about trying to solve it. Is there
16 any progress on that?

17 **MR. HOPF:** We've been having
18 ongoing discussions with the USDA Richmond
19 International Airport. I think really what it's
20 all boiled down to is the cost of getting horses
21 to Colonial into Richmond is really the trick.
22 Then I think what we found is that some of these
23 international horses that are coming over to
24 Saratoga or looking at Kentucky Downs, that
25 they're coming in earlier, they're going through

1 the quarantine process at those locations. Then
2 our goal and our focus needs to be is getting
3 them down to colonial. I think that comes with
4 recruitment another effort of recruitment. Then
5 working with these guys, let them know how we
6 want to get them down here. I think from the
7 standpoint of us being a quarantine center and
8 allocating stalls, that's going to take away
9 probably a barn almost, and I think our goal is
10 to probably work another way around instead of
11 trying to be a full USDA quarantine facility.
12 Because again, the challenge with getting a local
13 airport and hauling them here, it's.

14 **CHAIR:** One more thing. There's
15 always a bottleneck in the grandstand. You can't
16 get through the building and particularly with
17 kids. If you want to get to the fourth floor,
18 the building was not designed with that in mind
19 or with the machines in mind. Somehow there has
20 to be a work around because people show up there
21 and they try to get back into the building, and
22 you have to go all the way around through the
23 parking lot. Is there any possible way to make
24 that better?

25 **MR. HOPF:** Certainly, been a

1 challenge.

2 **CHAIR:** Yes, of course.

3 **MR. HOPF:** I mean, and one thing
4 obviously the third floor does not have machines.
5 Last year we turned them off. That certainly
6 helps. That does allow us to let families at
7 least come up through the staircases up to the
8 grandstand seats.

9 **CHAIR:** On the outside?

10 **MR. HOPF:** On the outside instead
11 of having to walk all the way around. That at
12 least helps out. But yeah, it's a challenge that
13 obviously the gaming floor trying to come from
14 any other entrance points besides the main
15 entrance, you're going to the gaming floor and
16 obviously minors are not allowed there. We'll
17 continue to work on making it easier and letting
18 people know that they don't have to walk all the
19 way around. The level of that, some signage.
20 But I think we've done some things to help get
21 people with minors up to the third and fourth
22 floor. But again, there's always opportunity for
23 more improvement. Then obviously for March 15th,
24 we're looking to utilize the east entrance.
25 There's a sidewalk that we're going to use as an

1 entrance point as well that will be guarded. We
2 don't have everyone coming through the main
3 building or the traditional general mission
4 entrance.

5 **MR. AHMED:** We're certainly aware
6 of the issue with ship-ins and whatnot for
7 twilight racing, but I believe there's probably
8 ways to mitigate that problem. It may involve
9 extra vans, it may involve doing something
10 special for those that do I'm not sure whether
11 that's compensation or some way that makes the
12 job a little easier or greater incentive for them
13 to come and race on Twilight. That thing's up to
14 you guys to figure that out.

15 **MR. HOPF:** Yeah, we...

16 **MR. AHMED:** It's important to us
17 that we do twilight on Fridays, at least at this
18 point and perhaps next year, more twilight

19 **MR. HOPF:** On the incentive
20 program. I know in conversations with the
21 Horsemen, they're looking at some different
22 levels for, for incentives for those horses
23 coming in. I'll certainly let them discuss what
24 their plans are. Again, with the Friday nights
25 we hosted them this year. We learned some things

1 and as we were looking at '25, we wanted to make
2 sure that maybe we took a little step back, said,
3 Hey, let's, maybe target a few les and then
4 really try to make those a little bit more of
5 event type atmosphere. But certainly, understand
6 the commission standpoint on keeping those at
7 4:00.

8 **MR. AHMED:** Thanks.

9 **CHAIR:** Any other comments from
10 the commissioners? Commissioner Tanner?

11 **MR. TANNER:** Thank you. Just to
12 clarify, the staff's recommendation is that every
13 Friday be at 4:00 and Churchill is proposing, I
14 believe it was three days at 4:00. Is that
15 accurate?

16 **MR. AHMED:** Yeah. Churchill and
17 the HBPA together proposed the first Friday of
18 each month during the summer meet to be the
19 Twilight racing. Then we're recommending that
20 the post times for the remaining Fridays be
21 changed to 4:00 PM as well. Just for the
22 summary, not March.

23 **MR. TANNER:** Correct. Is there a
24 response Mr. Hopf regarding that? I mean, I know
25 you've got the data, but if you emphasize the

1 first Fridays and then just ran a regular Friday
2 at 4:00 on the others, is that acceptable or are
3 you still concerned about it 10 minutes, et
4 cetera?

5 **MR. HOPF:** I think it's a
6 combination of what we saw last year
7 conversations with the horseman and our
8 preference to maybe just highlight three, four
9 o'clock post times. But again, I understand the
10 position that the commission has. Obviously,
11 what you guys decide on is where we have to go
12 unless there's others that want to talk. But
13 from our standpoint, we'd still prefer to have
14 three Fridays at 4:00, but again understanding
15 recommendations.

16 **MR. TANNER:** How does that affect
17 off track better? Two options?

18 **MR. HOPF:** Export handle was down
19 from '23, I can probably go back to that slide.
20 I know it's a very small font. But in '24, our
21 average handle was 2.3 million. Average handle
22 in '23 was 2.6. We did see a little decrease in
23 total handle, live handle, again, was down
24 slightly on the average 45 compared to 44,000.

25 **MR. AHMED:** Is that average taken

1 into account the days that were canceled?

2 **MR. HOPF:** No, that is based on
3 the days that we actually ran. As I said, the 24
4 number does have the four races on the day that
5 we had to end up canceling because of power
6 outage.

7 **MR. AHMED:** Which tracks are you
8 all competing with if you run it earlier in the
9 day on Fridays as opposed to later?

10 **MR. HOPF:** On Friday morning or
11 Friday during the day, it's obviously Saratoga,
12 there's Delaware Park there's some of the East
13 Coast tracks that typically run that we go up
14 against. Obviously, going earlier I think is
15 helpful because we do get in front of Saratoga
16 instead of being into their third or fourth race
17 obviously allows us to position ourselves a
18 little better from a post time coordination.
19 What we saw this year on Friday nights is Delmar
20 typically ran at 7:00 PM Eastern. After a couple
21 weeks they moved their post on to 6:00 PM
22 Eastern. The first couple Fridays we ran, when
23 we were able to run Friday we had a good post
24 time coordination with Delmar and we saw some
25 strong handle there. Once they moved back an

1 hour, we certainly saw a drop off in our handle
2 because of that. Again, if that's the plan
3 Delmar has we'll have to interact with that again
4 throughout the meet. Obviously, focus on these
5 three Fridays we don't have to worry about
6 Charlestown classic day that takes up a lot of
7 handle on, and that Friday in August, that first
8 Friday, there is no Delmar, I don't believe. It
9 gives us an opportunity to get ourselves out
10 there a little bit. But that's what some of the
11 things we saw that adjusted after the first
12 couple weeks.

13 **MR. AHMED:** Well, with the
14 elimination of Saratoga by going to 4:00, that's
15 a big push for you as well. That's as much of a
16 help as Delmar would be hindrance.

17 **MR. HOPF:** What happens with
18 Saratoga is they run to about 6:00. We would
19 have our first handful of races with Saratoga.
20 Ideally, we'd have a couple races with no one in
21 between. Then we'd just work ourselves with
22 Delmar, which we had the first couple weeks. We
23 still did it. But again, Delmar and try to
24 maximize on FanDuel. they'll switch over to
25 Delmar 10, 15 minutes before their race to do

1 their live coverage. It's a tight squeeze to
2 make sure that we're maximizing our exposure too.

3 **MR. TANNER:** If I'm looking at the
4 handle correctly it doesn't appear that it
5 changed. Now, yes, it did go down in the
6 absolute terms, but so did the number of races.
7 The number of races are down a little over 20
8 percent and or right around 20 percent. But so
9 is the handle. The average handle per race
10 would've been about the same for the two years.
11 Where we saw the decrease was in attendance.
12 When we say we want to have it start at 4:00
13 because we want to promote attendance, I'm not
14 sure I'm seeing that in the results from '24.
15 Mr. Ahmed, could you comment on that first?

16 **MR. AHMED:** As I understand it, so
17 this year you all ran three days or it was three
18 Fridays that night you had twilight racing,
19 correct?

20 **MR. HOPF:** This year we ran every
21 Friday.

22 **MR. AHMED:** Every Friday there was
23 twilight racing?

24 **MR. HOPF:** Yes. Minus the ones
25 that we lost.

1 **MR. AHMED:** Compare that with the
2 handle from the prior year, there was no, like
3 when you conduct the analysis of apples to
4 apples, are there other factors that are
5 impacting this?

6 **MR. HOPF:** No.

7 **MR. TANNER:** I'm looking at this
8 slide. The number of races declined from 73 to
9 60. The handle declined from 21 to 16 million.
10 If I do the math, that's about a linear
11 correlation. The same is true really even in
12 attendance now that I think about it. But...

13 **MR. AHMED:** I think the concern
14 about the numbers there, and certainly I haven't
15 had much time with these numbers, but can you
16 talk about the way that the attendance is
17 measured and if that's a consistent method to
18 measure the attendance going forward? Because if
19 these are numbers that we can rely on, then I
20 think that's a different conversation. But is
21 this something that you would be able to say that
22 this we're proposing Twilight racing on the first
23 Fridays of each month based off of these numbers.
24 That's where we're putting down our foot on that.

25 **MR. HOPF:** Again, the attendance

1 for '23 and '24 were kept the same. Again, it
2 was clicks through general remission and through
3 the Rosie's entrance plus ticket sales through
4 Ticketmaster. Going back to this slide, this
5 breaks out totals and then the averages. This is
6 by location, general mission, Rosie's entrance,
7 seats grandstand, boxes, jockey Club 1609, and
8 then the suites. That makes up this total
9 attendance. This is a consistent attendance
10 methodology that we used the last two years on
11 how these numbers come up. I feel Rosie's...

12 **MR. AHMED:** On both years?

13 **MR. HOPF:** Yes.

14 **MR. AHMED:** Yeah. I'm wondering
15 if, so I can understand looking at the other
16 metrics where, so for the Jockey Club there was a
17 50 percent increase, but then when you get into
18 the whole Rosie's dilemma there, just the way
19 that it's measured, I don't know if that's
20 reliable, just by the way you're using a clicker
21 to measure the attendance for people coming in.
22 Is it due to people going into the machines or
23 the actual racing fans at that point? Maybe, I'm
24 not understanding.

25 **MR. TANNER:** Well, it looks to me

1 like the average attendance per race day was the
2 same. If you've got more going into the Jockey
3 Club, they got to be coming from somewhere,
4 either from the Rosie's or from GA, one or the
5 other.

6 **MR. SIEGEL:** I don't know the
7 statistics on Rosie's attendance apart from
8 racing, for example, the other Rosie's outlets.
9 But I would imagine Friday afternoons and
10 evenings are better than Friday at noon at a
11 typical Rosie's. The attendance probably even
12 greater on a Friday. Those going to Rosie's, I
13 would think. I have no statistics.

14 **MR. HOPF:** Yeah. That one I could
15 not answer for you right now. I know the Rosie's
16 a lot of customers come during the day as well,
17 and a lot of them as we realize is that a lot of
18 them come in, go out and watch a couple races and
19 go back in. We wanted to make sure they were
20 counted as a racing attendance, even though they
21 might have watched one or two races.

22 **MR. SIEGEL:** They may not be?

23 **MR. HOPF:** They may not have been.
24 No, that is correct.

25 **MR. AHMED:** I think so

1 commissioner Tanner, I definitely understand your
2 concern or what you're pointing out here. But I
3 will say my conversations with the horseman as
4 well as the track, there was a lot of anecdotal
5 evidence and we're not suggesting that we just
6 make this decision lightly. I think there's the
7 recommendations coming from speaking with several
8 of the commissioners about promoting the racing
9 to the surrounding areas and allowing people the
10 opportunity to get out to the track. Certainly,
11 traffic is a big concern that was brought up.
12 The shipping, the logistics for the shipments
13 were brought up. But there's it's all anecdotal
14 evidence. I think in proposing the
15 recommendation that the staff is making, I think
16 alongside that, we should probably have a more
17 consistent way of measuring how this meet does
18 next year and then compare with the numbers from
19 last year. I certainly have more metrics because
20 right now we don't have the program sold for
21 2023. We have it for 2024. I think the food and
22 beverage sales, those are definitely going to be
23 indicative of people showing up and performance
24 on the retail side there as well. That's what
25 the staff is recommending.

1 **MR. TANNER:** Yeah, it looks to me
2 like some of the increase in the Jockey Club may
3 have come from 1609, but that's pretty much just
4 flat with the loss of a race day too.

5 **MR. HOPF:** The one difference in
6 the Jockey Club '23 was buffet. '24 it was buy
7 your ticket, then you got a menu.

8 **MR. TANNER:** Are you thinking
9 you'll go back to a buffet in '25?

10 **MR. HOPF:** I think right now we're
11 leaning towards the a la carte for Fridays.

12 **MR. SIEGEL:** Other days?

13 **MR. HOPF:** Other days would be a
14 la carte. Saturdays would be a buffet.

15 **MR. SIEGEL:** It'd all be a la
16 carte accept Saturdays even in 1609?

17 **MR. HOPF:** That is correct.

18 **CHAIR:** Any other questions or
19 comments from the commissioners?

20 **MS. GORDON-MOORE:** I just have one
21 in the category of wish-list. What about putting
22 a tent over the paddock March can be miserable
23 and the sun beating there all summer long is not
24 too nice either. I'm looking long range.

25 **MR. HOPF:** Are you talking about

1 the satellite paddock?

2 **MS. GORDON-MOORE:** Yeah.

3 **MR. HOPF:** We do have the gazebos.
4 We are doing some work in there with the grass
5 and the irrigation and the drainage there. I
6 mean, we can certainly take a look if there's as
7 we add onto that project, we can take a look at
8 some space.

9 **CHAIR:** I just looking at that
10 front tent, which I used to think was awful, but
11 it's actually very effective and works quite
12 well. Something along those lines, just as I
13 said, to offer more weather protection. Because
14 sometimes you get horses stuck in there for a
15 long period of time and a covered area just would
16 be nice. Just down the road on the wish-list.
17 All the commissioners in favor of approving
18 Colonial Downs Group Limited license to conduct
19 race meetings in 2024 with the conditions
20 recommended by the staff. Please indicate by
21 responding yes.

22 **MR. AHMED:** Yes.

23 **MS. BRAND:** Yes.

24 **MR. TANNER:** Yes.

25 **CHAIR:** Yes. All commissioners

1 oppose please indicate by responding no. Motion
2 carried.

3 **MS. GORDON-MOORE:** Madam Chair,
4 for the record to be clear that was 2025.

5 **CHAIR:** Yes. Did I say 24?

6 **MS. GORDON-MOORE:** Yes.

7 **CHAIR:** I am so sorry.

8 **MS. GORDON-MOORE:** Yes.

9 **CHAIR:** Would you like me to read
10 it again?

11 **MS. GORDON-MOORE:** No, that's
12 okay.

13 **CHAIR:** Thank you. Sorry. No.
14 My mind said 24. Thank you. Next on the agenda
15 is the Colonial Downs Group license to conduct
16 pari-mutuel wagering on historical raising for
17 2025. I believe that I'm trying to, it's
18 compliance. Oh, yes. I'm sorry. Is there a
19 motion from the commission?

20 **MR. SIEGEL:** So, moved.

21 **CHAIR:** Is there a second from the
22 commission?

23 **MS. GORDON-MOORE:** Second.

24 **CHAIR:** Compliance officer is
25 Israel Saavedra and representatives for Colonial

1 Downs are assigned the floor.

2 **MR. AHMED:** Israel after you
3 present, we'll have TRPB go next and then Jack,
4 why don't you go after that?

5 **MR. SAUERS:** You want me to?

6 **MR. AHMED:** You're fine.

7 **MR. SAAVEDRA:** Good morning. My
8 name is Israel Saavedra Virginia Racing
9 Commission Compliance Officer. Good morning,
10 commissioners. I am pleased to present you the
11 renewal application submitted by Colonial Down
12 for the 2025 calendar year. Colonial Down is
13 seeking to continue their operation of eight
14 satellite facilities that provide pari-mutuel
15 wagering on historical horse racing. As you know
16 the VRC hold the right to approve license for
17 pari-mutuel wagering on HHR to holders of
18 significance infrastructure limited licenses.
19 Colonial Down Group currently holds such a
20 license and has provide all the documentation in
21 its application for the 2025 year. This include
22 information on the applicant's background and the
23 proposed operation of the satellite facilities.
24 Each facility currently operated by Colonial Down
25 Group offer a diverse gaming options and

1 entertainment. Those facility with approximately
2 4,452 HHR terminals in operation across all the
3 eight facilities. Colonial Down representative
4 will be presenting the plan operation for the
5 2025 year. For this license application, the VRC
6 staff has reviewed the submitted documentation
7 and monitor all operations to ensure compliance
8 with various standard, including accuracy of
9 ownership, I'm sorry, nature of the business and
10 organizational structure, confirming the
11 identities and role of key employers and
12 partners. We have reviewed the payment
13 agreements to ensure their legitimacy, I'm sorry.
14 We have evaluated the integrity and reputation of
15 all the applicants, all the legal and operational
16 specification of the facility. We have assessed
17 the financial stability and the resources of the
18 company. We also evaluated the safety and the
19 security plans for all the patrons and the
20 employees at the facilities. We reviewed the
21 state and local tax revenues for the operations
22 and we have carefully reviewed the rules and
23 calculations related to HHR wagering. We have
24 ensure comprehensive assessment of all aspect of
25 the applicant's proposal. The BRC staff is

1 dedicated to addressing any astounding requests
2 promptly at this time. The BRC staff recommend
3 to the commission to approve the renewal licenses
4 for the following facilities operated by Colonial
5 Down for the 2025 calendar year. This is
6 contingent upon satisfactory responses for any
7 outstanding requests for additional information
8 that we have. The facilities are New Kent,
9 Vinton, Richmond, Hampton, Dumfries,
10 Collinsville, Emporia, and the Rosie Gaming
11 Resort and Dumfries. Thank you so much for your
12 consideration.

13 **MR. AHMED:** Thank you, Israel. I
14 just wanted to make sure that Israel got the
15 chance to present the application just because
16 him and his staff spent a lot of time in going to
17 these facilities auditing them on the ground.
18 Then we also have on teams, TRPB thorough racing
19 protective bureau that is contracted through the
20 Virginia Racing Commission as its integrity,
21 auditor, as it's required of the regulations.
22 Curtis, if you can hear me I don't see him up
23 there.

24 **MR. LINNELL:** I see me up here,
25 but...

1 **MR. AHMED:** Curtis, please take it
2 away. He's going to go through the background on
3 historical horse racing what it is. I think it's
4 important for all of us to have a refresher on
5 what this is just, this is the most appropriate
6 time to discuss it with this license. Curtis,
7 over to you.

8 **MR. LINNELL:** Great. Well you
9 have a benefit of not being able to see me, so
10 that's always good. Chair Nixon and
11 commissioners and executive director, and thank
12 you very much for the opportunity today to
13 address you. We have with us also our manager of
14 business analytics and development Sharon Wright,
15 who's going to actually carry some of the
16 important stuff after I speak. But we've been
17 the integrity auditor for the Virginia Racing
18 Commission since 2019. We do other things for
19 the Virginia Racing Commission live and
20 simulcasting wagering integrity. We also do ADW
21 reporting. Our very involved historic horse
22 racing, historical horse racing takes a lot of
23 our time. We're involved every day and we want
24 to tell you about that. Just go to the next
25 slide. This is our motherhood in apple pie.

1 We've been around since 1946. Integrity of pari-
2 mutuel wagering is the core of TRPB. Just to the
3 next one. This is our one-hour HHR presentation.
4 We're going to do this in about 10 minutes. Give
5 us the opportunity to have some questions and
6 talk. This is going to be a very general
7 overview of what we do for historical horse
8 racing. Again, we're involved in historical
9 horse racing every day, every day we're doing
10 something for the Commonwealth of Virginia for
11 historical horse racing, guaranteeing the
12 integrity. Our background is we do pari-mutuel
13 wagering integrity for 50 tracks, also nine
14 racing commissions. We're very involved in
15 integrity. We're going to talk about how
16 historical horse racing works, what the Virginia
17 Racing Commission does to make sure that
18 historical horse racing is a pari-mutuel horse
19 racing event. The legitimacy and the
20 authenticity. We're going to talk very briefly
21 about some integrity models for horse racing.
22 One of the concentrations that we hear all the
23 time, and this is getting on my soapbox, is that
24 there's a lot of concentration on machine. We
25 hear that all the time. Historical horse racing

1 is not machines. It's a pari-mutuel product in
2 which better bet on horse racing through pari-
3 mutuel terminals. They have a variety of
4 entertainment options. You understand historical
5 horse racing. You have to understand pari-mutuel
6 and as a pari-mutuel product all the way through.
7 Again, we're going to emphasize that as we go
8 through this. Next slide, please. Historical
9 horse racing is a series of horse races. Again,
10 it may not look that way from how you see a
11 terminal, but those terminals are connected and
12 the results of those games are horse races that
13 have been priced as pari-mutuel events. Every
14 one of those races that is offered for historical
15 horse racing has been run at a recognized
16 racetrack. There were stewards officiating on
17 that. There is a an equate chart on that race.
18 Of course, for the purposes of historical horse
19 racing, of playing those races from a better
20 names of the participants, Jockeys trainers,
21 horses tracks are obscured from the betters. In
22 an interesting way this makes oversight and
23 regulation even more important for historical
24 horse racing from that sense than it does for
25 live racing. Not that regulation for live racing

1 isn't important, but on the pari-mutuel aspects,
2 the betters are not fully aware of the names of
3 the participants and the horses. It's obscurity.
4 There's a series of trusts that have to be held
5 by the betters. Next slide please. About
6 historical horse racing. Better attempt to
7 select horses, incorrect orders of finish before
8 another veteran does. That's effectively in the
9 element. I'm going to get this pick six and the
10 carryover before you get this pick six and hit it
11 and take that jackpot down. You take that
12 written large for tor horse racing in all pools
13 or carryover pools. We spend a lot of time
14 regulating and balancing those pools. Of course,
15 the objective for better is to get an increased
16 number of horses in the exact orders of finish.
17 As they do that, they get successful in terms of
18 larger pari-mutuel pools. Next slide please.
19 For regulating historical horse racing integrity,
20 these are the kind things we do. Again, we do
21 them every day. There's a tremendous amount of
22 data generated pari-mutuel data for historical
23 horse racing. We collect that data every day.
24 Sharon's going to discuss that in some detail.
25 We do customized reporting of handles commissions

1 and taxes. Documentation. We do documentation
2 for the hours of operation approved for HOTB and
3 what occurs when those OTBs are closed. We do
4 variance reporting on things that occur from
5 handles and jackpots outliers. Every location in
6 the commonwealth has been audited on site. We've
7 audited every OTB onsite in the Commonwealth,
8 with the exception yet of the Rosie's' gaming
9 resort. That is scheduled for January. We test
10 will pays against actual payouts. We're going to
11 have some photos of that. We review and report
12 non-compliant races that are in the race
13 libraries and the historical race libraries. We
14 do investigations of possible instances of fraud
15 and unusual wagering patterns. in this past year
16 for Commonwealth of Virginia, we have not had a
17 reported or identified instance of fraud in a
18 historical horse race. I note that for the
19 commission to benefit. Next slide please. I'm
20 going to turn this over to Sharon, who runs our
21 data and manages the historical horse racing
22 division here at TRPB.

23 **MS. WRIGHT:** Thank you, Curtis.
24 Like you mentioned, on a daily basis, the TRPB
25 collects scrubs, reconciles, and databases source

1 data from primary and secondary sources from each
2 HHR to in Virginia. This pari-mutuel pool data
3 includes handles, commissions, payouts and
4 breakage, grouped by date, math model ID,
5 location, and terminal added pool contributions
6 and W-2 G taxable winnings are also captured as
7 well as opening and closing pool values by
8 facility. Next slide. Daily. Each OTBs pools
9 are reconciled by establishing the opening pool
10 value, then submitting the wagering takeout and
11 payout during the day's closing pool totals.
12 Each payout that occurs corresponds to a towed
13 math model. Balancing also occurs at a terminal
14 level by tabulating credits for cash and ticket
15 deposits minus payouts to ensure the terminal
16 ties back to cash on hand. Next slide. This
17 ongoing daily reconciliation performed by the
18 TRPB allows for customized reporting utilized by
19 the Virginia Racing Commission. These reports
20 include handles, commissions, and taxes that are
21 then published to the BRC website. Additionally,
22 for each OTB, all founders' reports are generated
23 to monitor plays that occur outside of the
24 approved operating hours. Lastly, utilizing
25 transactional gameplay data and historical data

1 modeling, the TRPB creates and publishes
2 integrity audits for each location. Next slide.
3 By maintaining a clean and reconciled data set,
4 this allows the TRPB to calculate distribution
5 amounts from handle that are funded by the
6 takeout from HHR pools. These distributions
7 include various funds as specified in the
8 Virginia code that include amounts to the
9 Virginia Racing Commission, Virginia Breeders
10 Fund for various horse wellbeing funds, problem
11 gaming support and localities. Next slide.
12 Curtis, I'll turn this back to you.

13 **MR. LINNELL:** Yeah. We're going
14 to talk about the analysis and auditing. I
15 mentioned before about the idea of trust. The
16 betters must trust that historical horse racing
17 is what it's supposed to be. Every month we do
18 integrity reporting on the results and the
19 handles of historical horse racing. There's two
20 totes that operate in the Commonwealth, two HHR
21 totes, and they operate very differently. There
22 is Exacta and there is Ainsworth. There is
23 various manufacturers who manufacture terminals
24 for each of those totes. There's some
25 manufacturers that actually manufacture terminals

1 for both of those totes. You can't concentrate
2 just from the manufacturer. The totes themselves
3 are very different. Let's take the exact systems
4 of historical horse racing and we determine the
5 selection of outcomes and we measure the degree
6 of randomness. We take the top three finishers
7 in every historical horse racing result, and we
8 identify those and match those and count them to
9 make sure that they're not overrepresented. Next
10 slide please. Ainsworth is a very different
11 animal. Ainsworth has eight finishers that are
12 identified for race. Any one of those eight
13 finishers either three or four in their exact
14 position is the effective resolution of the game.
15 We do, and we've been testing this for a
16 considerable period of time this whole last six
17 months, and we're ready to launch a final report
18 measurement metric on Ainsworth. We do an
19 evaluation to handle and payout metrics versus a
20 historical model. Then we use various
21 statistical measurements to look at variations on
22 terms of that model. It's a very different type
23 of integrity reporting, but we're using models
24 that we've used on live and simulcasting for \$14
25 billion of handle a year exactly in the same way

1 and exactly in the same fashion that we're now
2 using for Ainsworth. Next slide please. Let's
3 get to the last section, onsite handicapping and
4 race results. We visit each OTB, each historical
5 horse racing installation for every OTB. We make
6 sure that when we randomly select manufacturers
7 from both totes, that all handicapping
8 information is present. All horse racing
9 handicapping is there to determine the selection.
10 We verify that the races are displayed to the
11 betters. After each play we record the track,
12 the date, the race number, the finishers, the
13 metrics of that race. Then we get some winners
14 and we verify that the we pay tables actually
15 match the payout. Just like in live and
16 simulcasting, you see the odds of a race, so too
17 in historical horse racing, you have will-pays
18 tables. For auto pick selections, and this is
19 very important, the auto pick is widely used,
20 which is the horses in the odds order at the time
21 that the race starts. We record the selection,
22 compare those to the odds order. Next slide
23 please. Here is Exacta systems. In the slide on
24 your left, this is typical handicapping
25 information that comes up for every race. This

1 is race one of three set race. There are always
2 three sets for Exacta. There's a percentage for
3 the trainer, a jockey, and there's a post
4 position in percentage. The better has the
5 opportunity to make a choice or revert to an auto
6 pick. After the better has made his or her
7 selections and the event happens again, three
8 races. There's results. We see in race two that
9 the better correctly selected the five in third
10 position, and the eighth in fifth position. This
11 race occurred Philadelphia Park, April 5th, 1991,
12 race number nine. Again, we record that
13 information to make sure that the results as
14 calculated for historical horse racing comport to
15 what actually happened in the race for results.
16 Next slide, please here is checking the will-
17 pays. Here we have a wager \$2 and 60 cents.
18 Race one, the better, correctly selected the
19 first, second, and fourth positions, and the
20 winner in race two. We see when we put the will
21 pays up for the correct selection of the first
22 two positions in race one, and the second
23 position in race two, that in fact the win amount
24 is \$2 and 60 cents. We validate and verify the
25 will pays. If we have a mismatch, it becomes a

1 finding and a report to the Virginia Racing
2 Commission. Next slide, please. Ainsworth.
3 Again, a very different animal. Ainsworth has a
4 number of runners between eight and 12 per race.
5 There's various handicapping measurements when it
6 comes up. This shows horses in second place.
7 Trainer starts in jockey earnings in which on a
8 bar graph format. There's a limited time and the
9 better has an opportunity to select that. Again,
10 trying to have as many horses in their correct
11 positions is the object of the betters. The next
12 slide, please. Here is race set one. There's 10
13 races that occur for every event. Again, a
14 tremendous amount of data because there's eight
15 horses in the exact order of finish that
16 calculates. Here we see in the first race, on
17 race set one that the better correctly selected,
18 the fifth, sixth, and seventh horses in the first
19 race. The third, fourth, and sixth horses in the
20 second race and so on. That takes a tremendous
21 amount of skill and it happens very fast. One of
22 the reasons that betters typically use the auto
23 play selection because it's so effective, it's a
24 handicap tool. We have a win of 10 that matches
25 again, the will pay in in this Ainsworth

1 presentation. Okay, next slide please. last but
2 not least, we move into the audit key for every
3 for every game to verify that there was either a
4 manual handicapping in there, auto pick selection
5 used. We verify the track, the date, the
6 results, the selection. Those are all on
7 Ainsworth at a per OTB level. We spend a lot of
8 time with the OTB. Again, payout verification is
9 extremely important. Next slide, please. Then
10 that very race, we go back to the office and we
11 pull all the charts for those races. We verify
12 the orders of finish, that the race comports to
13 the date, the time, the amount, the number of
14 horses. Also, if the auto pick selection was
15 used, what the odds order of selection was. In
16 fact, this does comport and this is a Churchill
17 Downs race from 2007. Then we report on all
18 these as a field audit. Next slide, please.
19 Races from both totes I mentioned what we verify
20 the number of runners, we look for any
21 disqualifying races in the historical race set to
22 make sure they don't have a couple entries, or
23 there was post-race disqualifications based on
24 bad tests, or there were scratches in the field
25 or non-starters. In a sense, we act as the

1 virtual stewards again, even though they're real
2 stewards when the race was run. Now verifying
3 the pari-mutuel results from those races, we act
4 as the stewards. Next slide, please. Last but
5 not least, historical horse racing is pari-mutuel
6 betting on horse racing. That's the way to
7 understand it, that's the way it is regulated in
8 the Commonwealth of Virginia by the Virginia
9 Racing Commission and ourselves assisting the
10 Virginia Racing Commission, the expertise must be
11 in pari-mutuel banking. You cannot get to the
12 regulation of historical horse racing without
13 understanding pari-mutuel tools, betting in the
14 very sophisticated sense and running some fairly
15 sophisticated tools while betting and pricing
16 results is pari-mutuel and event outcomes in
17 historical horse racing are race results and
18 they're verified. With that submission, I should
19 also mention that the association again, as the
20 regulation happens on historical horse racing,
21 the association also needs to self-report
22 incidents and occurrences and certainly the
23 communication has been great by Colonial Downs
24 and their managers who we interact with for every
25 field audits and discuss and ask them about

1 incidents and typically they really are
2 transparent on those. They've been great. Final
3 just some contact information. There is us, the
4 important person is Sharon on this list. She
5 runs this day to day and her staff manages and
6 scrubs all the data and then does the reporting
7 to the Virginia Racing Commission and develops
8 the results of our field reports and our auditing
9 and does all the heavy lifting on this. Again,
10 thank you and we're certainly open for any
11 questions. You why don't you take the slides
12 down and you have this in your package.

13 **MR. AHMED:** Thank you Curtis.

14 **MR. LINNELL:** Thank you.

15 **MR. AHMED:** Appreciate that going
16 through that detail. I'll turn it over to Jack
17 Sauers to present briefly the plan is for next
18 year.

19 **MR. SAUERS:** Sure. Jack Sauers,
20 vice president of operations for Churchill Downs
21 Incorporated. Good afternoon. I'm going to go
22 through a brief summary of what we have planned
23 for 2025 historic horse racing facilities. I
24 don't know if this is going to work. There we
25 go. You got it?

1 **MR. AHMED:** Is the mic on?

2 **MR. SAUERS:** The mic is not on.

3 Is that better?

4 **MR. SIEGEL:** Yeah.

5 **MR. SAUERS:** I'll briefly go
6 through the renewal application for the eight
7 satellite facilities that have been already
8 presented. There we go. That's just the agenda
9 for the presentation. It's going briefly over
10 the ownership structure. The applicant is going
11 down to LLC that is owned through subsidiary by
12 Churchill Downs Incorporated Trade Company and
13 the Colonial Downs Group, LLC is the operator
14 present. This is just a summary of the timeline
15 of the, so first floor were open in 2019 Richmond
16 Hampton, and in 2021 we opened Gum and
17 Collinsville. Then 2023 we opened. Last month
18 we did open. For New Kent we gone through this,
19 but so New Kent does operate the Rosie's kitchen,
20 which features the AR burger. Of course, we have
21 to throw red race meet there which includes 1609
22 Jockeys Club restaurant operations, down apron
23 and multiple bars throughout the facilities This
24 facility is 112,000 square feet and we employ
25 approximately 380 permanent and seasonal jobs

1 there, and currently operating 488 historic
2 course racing games. Next, we have Benton.
3 Benton has 500, 500 historic course racing games
4 back in 2019, I'm sorry, 50 historic court racing
5 games. In 2019, we expanded it to 500 games in
6 December of 2021. Again, this one also features
7 the Rosie's Kitchen, which features the R burger.
8 There are two bars there. One of them does have
9 a stage client entertainment. And total square
10 foot of this one is 33,000 square feet. We have
11 approximately 120 permanent jobs there. And
12 currently its operating 473 Historic Horse s
13 racing. Next, we have Richmond. Richmond does
14 operate the Rosie's Kitchen as the featured
15 restaurant, and we do have the Playbook Sports
16 Bar, which opens on occasion for special
17 occasions. This one also does have to be staged
18 in the Playbook Sports Bar and several large
19 screen TVs throughout the facility. There's a
20 second bar that's out in the central floor area.
21 This facility currently has 132,000 square feet.
22 We have approximately 190 permanent jobs there,
23 and it's currently operating 803 historic course
24 racing machines. This facility is undergoing an
25 expansion. Briefly wanted to touch on the

1 expansion. We were authorized to go from 700
2 devices there to 1200 devices recently. That
3 expansion project is underway. That's about \$38
4 million expansion project scheduled to be
5 completed by May of 2025. Include a new high
6 limit area, an enhanced smoking area, so it'll be
7 a much better field. Couple conditions of the
8 expansion conditions. Just to give you a format
9 of this, the pink area is the existing facility
10 and the green areas. There is where the
11 expansions are occurring. The first green area
12 is 60 games. That is open. Then the bigger
13 expansion area to the right on the screen is the
14 new smoking area. That's what will open up in
15 May 20. Next, we have Hampton. We have the
16 Rosie's Kitchen features. The R Burger is the
17 primary restaurant. This one does have a bar.
18 this one is 37,000 square feet, has approximately
19 160 permanent jobs and currently is operating 700
20 historic horse racing devices. Next, we have
21 Dumfries facility 2021. this one also has the
22 Rosie's kitchen, the AR burger. This one also
23 has a bar. This one approximately 20,000 square
24 feet, Currently, it has approximately 61
25 permanent jobs and is operating 150 historic

1 horse racing machines. Collinsville is a gaming
2 room. This one is 37 historic horse racing
3 games. We have approximately 25 permanent jobs
4 there. We are leasing this space from a hotel
5 that is operating there. The hotel is providing
6 food and beverage service at this facility. Our
7 facility there is approximately 35,00 feet
8 square. Next, we have Emporia. Emporia also has
9 the Rosie's Kitchen, hamburger restaurant. This
10 one does have a bar with stage for live
11 entertainment. This one is approximately 17,000
12 square feet. Has 95 permanent jobs, has 150
13 historic horse racing games. Row. This is one
14 we opened last month. You're all very familiar
15 with that from the grand opening last month.
16 Hope you all had a good time. This is 175,000
17 square feet, 1,650 historic horse racing games,
18 several bars and restaurants. There's a total of
19 eight bars and restaurants in this facility.
20 Teachers are 1609 restaurant and a playbook
21 Sports bar. Also have an OTB 102 hotel,
22 approximately 30 square feet thousand five, 30
23 parking spaces. And approximately 400 permanent
24 jobs. I just want to briefly touch on the
25 economic impact facilities have on Commonwealth

1 All about, we're over 1500 jobs in these
2 facilities. We have almost \$1 billion invested
3 in capital in these facilities. Since inception
4 we've generated more than \$125 million in that
5 goes and other operations with VEA approximately
6 \$40 million in state and local taxes have been
7 paid from these facilities generating
8 approximately \$540 million in economic benefits
9 for our operations with vendors, local
10 communities. The one that I like to write about
11 the most here is over \$5 million in direct and
12 in-kind donations to local charities. Very proud
13 of our involvement in our local communities.
14 This was also the last presentation cascade that,
15 that cascade close. That is the end of my
16 presentation after answer. Any questions?

17 **MR. SIEGEL:** Jack, can you speak
18 briefly about expansion plans, particularly the
19 application in Henrico County and beyond?

20 **MR. SAUERS:** Absolutely, the
21 Henrico application has been approved by the
22 planning board there filing an application with
23 VRC that'll be an amendment to the existing OTB.

24 **CHAIR:** Excuse me one second. Is
25 the microphone one the folks in the back are

1 having a hard time hearing you. There we go. ô.

2 **MR. SIEGEL:** Speak in to it.

3 **MR. SAUERS:** Wait, turn it up.

4 It's better?

5 **MR. SIEGEL:** Yes.

6 **CHAIR:** Excellent.

7 **MR. SAUERS:** Henrico we've been
8 working with the Henrico County since December of
9 2023 on that project. Again, Henrico has been
10 operating OTB. We've been operating OTB in
11 Henrico per the referendum and per the law where
12 we are afforded the opportunity to put 175 H
13 eight historic horse spacing machines into that
14 operation. We've been working with Henrico on
15 that. We did get a permit approved by the
16 planning board there and we are moving forward
17 with that project, submitting an application is
18 actually amendment to the existing application to
19 the Virginia Racing Commission.

20 **MR. SIEGEL:** You've been granted
21 the application, I know there was...

22 **MR. SAUERS:** We've been granted
23 the building permit. Yes.

24 **MR. SIEGEL:** There were some
25 opposition by neighbors in Henrico County. Is

1 that done with and finished?

2 **MR. SAUERS:** I do believe that's
3 ongoing. I believe there was a town hall
4 recently.

5 **MR. SIEGEL:** That concern is still
6 being going on with the residents, right?

7 **MR. SAUERS:** Yes, we are aware
8 some of the concerns from the residents.

9 **MR. SIEGEL:** You're not already
10 the finish line, you can't start construction at
11 this point, right?

12 **MR. SAUERS:** We have the ability
13 permit and

14 **MR. SIEGEL:** Well, doesn't ask my
15 question, you haven't gotten final approval. The
16 neighbors are still speaking their minds. The
17 county, correct me if I'm wrong, but the county
18 hasn't finished the application and approved it
19 post the any objections.

20 **MR. SAUERS:** My understanding is
21 we're approved, we have a building permit

22 **MR. SIEGEL:** The residents are
23 done.

24 **CHAIR:** What was the town hall
25 meeting about? Because you said but that was

1 recently

2 **MR. SIEGEL:** It's scheduled, he
3 said.

4 **CHAIR:** Scheduled?

5 **MR. SAUERS:** Yeah.

6 **MR. SIEGEL:** What are you going to
7 talk about at the town hall meeting?

8 **MR. SAUERS:** I don't know that
9 we've been invited.

10 **MR. SIEGEL:** Who's holding the
11 town hall meeting? The county.

12 **MR. SAUERS:** I believe it's the
13 senator from that district.

14 **MR. SIEGEL:** Right. The board of
15 supervisors, I guess will attend that or the
16 residents will attend it and that particular
17 supervisor will monitor that conversation. I
18 just don't know what the why?

19 **MS. GORDON-MOORE:** Can they
20 rescind?

21 **MR. SIEGEL:** Yeah, I don't know.
22 You're saying you've done what I read the is
23 still town halls and still objections, so I'm not
24 sure

25 **MR. SAUERS:** I understand. My

1 understanding is per the current law, we are
2 approved to build the facility. Be moving
3 forward with that facility

4 **MR. SIEGEL:** The smaller facility
5 in Henrico will continue to operate once this is
6 open.

7 **MR. SAUERS:** That license is the
8 license that is allowing us...

9 **MR. SIEGEL:** Yes.

10 **MR. SIEGEL:** To move forward so
11 that...

12 **MR. SIEGEL:** They're both
13 operating?

14 **MR. SAUERS:** We'll bring that OTB
15 into this operation.

16 **MR. SIEGEL:** They'll be merged in
17 one location?

18 **MR. SAUERS:** Correct.

19 **MR. SIEGEL:** The other one will be
20 closed?

21 **MR. SAUERS:** Correct.

22 **MR. SIEGEL:** Okay.

23 **MS. BRAND:** We've got the Rosie's
24 Gaming Emporium Dumfries and the rose, are they a
25 helper or a hindrance to each other going

1 forward?

2 **MR. SAUERS:** There are guests that
3 prefer one or the other. They complement each
4 other.

5 **MS. BRAND:** Okay. Thank you.

6 **CHAIR:** Any other questions or
7 comments? Commissioner Tanner? December 5th?

8 **MR. SAUERS:** No comments.

9 **MS. BRAND:** Okay. I did see your
10 picture on.

11 **MS. BRAND:** December 5th.

12 **MR. SIEGEL:** Yeah, it's coming up.
13 I know that.

14 **MS. GORDON-MOORE:** Jack, I had a
15 question back to the Richmond Rosie's. How far
16 apart are the two? Is this a completely new
17 neighborhood this one's being billed in?

18 **MR. SAUERS:** Oh, I apologize.
19 That is...

20 **MR. SIEGEL:** It's attached.

21 **MR. SAUERS:** That's...

22 **MS. BRAND:** Attached? That'...

23 **MR. SAUERS:** That's an expansion
24 of the pari-mutuel facility.

25 **MS. BRAND:** Got you.

1 **MR. SIEGEL:** That building exists
2 already. You're just going to fill out empty
3 space.

4 **MR. SAUERS:** Correct. Yeah, I can
5 go back to the slide.

6 **MR. SIEGEL:** No, I think we
7 understand. There's an expansion space in that
8 building

9 **MS. BRAND:** I got confused when
10 you were saying they're going to move out of one
11 building to another?

12 **MR. SIEGEL:** No, that's Henrico
13 County. Is there any other expansion plans in
14 the works right now?

15 **MR. SAUERS:** There is none.

16 **CHAIR:** Thank you guys very much.

17 **MR. SAUERS:** Thank you, Nixon.

18 **CHAIR:** All the commissioners in
19 favor of approving Colonial Downs Group, LLC
20 licensed to conduct pari-mutuel wagering on
21 historical horse racing for 2025 as presented by
22 Mr. Saavedra, please indicate by responding yes.

23 **MR. SIEGEL:** Yes.

24 **MS. BRAND:** Yes.

25 **MS. GORDON-MOORE:** Yes.

1 **MR. TANNER:** Yes.

2 **CHAIR:** All opposed please
3 indicate by responding no. Motion carried.

4 **MR. SAUERS:** Thank you.

5 **CHAIR:** Thank you. Before we
6 continue on with our agenda, I'd like to seek a
7 motion for a five-minute recess. Good. Be back
8 after five.

9 **(OFF THE RECORD) (12:00p.m)**

10 **(WHEREUPON, a short recess was taken.)**

11 **(ON THE RECORD) (12:01p.m.)**

12 **CHAIR:** Next on the agenda is I'd
13 like to entertain a motion to address the license
14 to conduct advanced deposit account wagering in
15 2025. Is there a motion from the commission?

16 **MS. GORDON-MOORE:** So, moved.

17 **CHAIR:** Is there a second from the
18 commission?

19 **MS. BRAND:** Second.

20 **CHAIR:** Executor secretary of meet
21 and Mr. Conway are assigned the floor.

22 **MR. CONWAY:** Thank you. Madam
23 Chair. Members of the commission VRC staff has
24 received and reviewed four application staff for
25 AEW operations for the 2025 calendar year from

1 the following entities; Churchill Downs
2 Technology Initiatives company, DVA to Inspires,
3 VES, LLC, OES technologies LP, DBA TVG, and
4 Express Fit, LLC. All our renewal applications
5 filed in accordance with 11 DAC 10 45 20. The RC
6 has reviewed all applications including each
7 applicant's ownership and control, turn controls,
8 background information and audit financial.
9 Pursuant to the code of Virginia, VRC has the
10 authority to impose necessary conditions on the
11 conduct of advanced deposit wagering as a
12 condition of license for calendar year 2025.
13 Each operator must certify compliance for the
14 following. Each operator must procure a surety
15 bond in favor of the VRC equal to 125 percent of
16 the daily average sum of Virginia account holder
17 balances, plus the average monthly tax pay to VRC
18 in proceeding calendar years. Copy of this bond
19 is to be submitted to the VRC before December
20 31st. Each operator must also submit to the VRC
21 by Tuesday of each week a daily wagering activity
22 report summarizing wagering activity of all
23 Virginia account holder's previous week. This is
24 to be sent as a file to include the list of
25 fields. Each operator must also provide contact

1 information of individuals responsible for the
2 submission of payments for tax and fees to the
3 VRC before December 15th. All these materials
4 required may be emailed to myself at
5 robertconway@vrc. virginia. gov. BRC staff has
6 sent requests for additional information, the
7 applicants and will inform the commission if
8 there are any updates with these filings during
9 the license year. BRC staff recommends renewal
10 of these license applications contingent upon
11 compliance with the conditions and satisfactory
12 responses to requests for the additional
13 information. Please let me know if you have any
14 questions and thank you for your time.

15 **CHAIR:** Any other comments from
16 the rest of the commission? All commissioners in
17 favor of approving licenses to conduct advanced
18 deposit to conduct advanced deposit account
19 wagering in 2025 as presented. Please indicate
20 by respondent yes.

21 **MR. SIEGEL:** Yes.

22 **MS. GORDON-MOORE:** Yes

23 **MS. BRAND:** Yes.

24 **MR. TANNER:** Yes.

25 **CHAIR:** All commissioners opposed

1 please indicate by responding no. Motion
2 carried. Thank you. Next is I would like to
3 entertain a motion to address request to withdraw
4 administrative cost from the Horsemen's account.
5 I believe the recognized majority Horseman's
6 Group will be speaking.

7 **MR. SIEGEL:** Yes.

8 **CHAIR:** Oh, I'm sorry. Is there a
9 motion from the commission? So, moved. Is there
10 a second from the commission?

11 **MR. SIEGEL:** Second.

12 **CHAIR:** Executive Secretary Ahmed
13 and representatives for each recognized
14 enforcement's group are assigned the floor.

15 **MR. AHMED:** Thank you, Madam
16 Chair. Glen and Debbie, if you want to come up
17 just to present real quick. We have two
18 requests. This agenda item covers two requests
19 from here. Virginia HPPA and Virginia Harness
20 Horse Association. Any withdrawal funds from the
21 Horseman's Personal Accounts must be approved by
22 the VRC and the statute permits each Horsemen's
23 group to withdraw certain costs, serve the
24 interest and welfare of the horse each license
25 race meeting. Each has submitted a budget for

1 2025 race meetings. The HPPA is requesting to
2 withdraw \$380,000 from the Horsemen's Personals
3 Accounts, which is slightly less than two percent
4 of amounts paid persons during Colonial Downs
5 2024 race meet. VHHA Harness Horse Association
6 is requesting approval to spend 21,000 from its
7 benevolence account for the 2025 and here to
8 answer questions you may have.

9 **MR. SIEGEL:** We had asked at one
10 point for a breakdown of the actual expenses in
11 against budget and we're not prepared, not done
12 yet. We're not prepared with that; is that
13 right?

14 **MR. AHMED:** That's correct.

15 **MR. SIEGEL:** When you are, you'll
16 present that, right?

17 **MR. CONWAY:** Sure. Break down
18 beyond what's on this sheet?

19 **MR. SAUERS:** 2024 that's actual
20 expenditure.

21 **MR. SIEGEL:** Right. Do you have a
22 breakdown on the actual versus the budget that
23 was presented previously?

24 **MR. AHMED:** I think the question
25 is for 2024, you've listed them as the 2024

1 actual expenditures. Just to point clarification
2 there. Do you have a budget to actuals column
3 for this just in comparison or can you speak to
4 what the actual amount was limited and then what
5 you actually spent? Any differences that you all
6 saw.

7 **MR. SIEGEL:** We asked this
8 question last year and asked that it be presented
9 in that fashion this year and we haven't seen it.

10 **MR. SAUERS:** You have before you
11 what was actually spent in 2024 and what is
12 proposed to be spent in 2025. What you would
13 like to know is what we budgeted for 2024?

14 **MR. SIEGEL:** For 2024 against the
15 actual, because if you were over, that's one
16 thing. If you were short, we'd at least know
17 where each one came in on each budget line item?

18 **MR. SAUERS:** I don't have that
19 with me. I can tell you that we spent more than
20 was budgeted.

21 **MR. SIEGEL:** I'm sure. But with
22 every line item you did or certain line items.

23 **MR. SAUERS:** Probably certain line
24 items.

25 **MR. SIEGEL:** Some you spend a

1 little bit less, so you'd need to know what the
2 net is, right?

3 **MR. SAUERS:** But the point is with
4 regard to the two percent statutory share that we
5 were permitted, all of it was spent. The overage
6 came from HBPA reserves, much like you will see
7 here. We are asking for \$380,000 for 2025. We
8 propose our budget is 443,000.

9 **MR. SIEGEL:** I'm not arguing any
10 of that at all. I think that this commission
11 would like to see budget to actual comparisons on
12 what's being requested for the following year, on
13 last year versus what's you're asking for this
14 year.

15 **MR. SAUERS:** Yes, we can...

16 **MR. SIEGEL:** We would ask that
17 before

18 **MR. SAUERS:** You have it in your
19 book, you have it in your record now because we
20 gave it to you last year.

21 **MR. SIEGEL:** Last year?

22 **MR. SAUERS:** Yeah.

23 **MR. SIEGEL:** But it'd be nice to
24 have a column, for budget versus actual in any
25 budget you present. Not just this one, but...

1 **MR. SAUERS:** Let me apologize.
2 We've had this conversation before. I
3 misunderstood you. I thought by showing you what
4 we spent in 2024 and what we proposed to spend in
5 2025 is what you were looking for.

6 **MR. CONWAY:** You're looking for
7 last year's?

8 **MR. SAUERS:** Yes.

9 **MR. CONWAY:** The document?

10 **MR. SAUERS:** Yes.

11 **MR. SIEGEL:** Anytime you're asking
12 for an increase and we don't know whether you...

13 **MR. SAUERS:** Well, the increase is
14 \$9,000.

15 **MR. SIEGEL:** I'm not arguing that
16 at all. I just think that we're entitled to see
17 budget versus actual before we approve anything.
18 I'm willing to go ahead with this, but this is
19 the second year we've asked for that information
20 and haven't gotten it.

21 **MS. GORDON-MOORE:** So, you're
22 talking about a third column?

23 **MR. SAUERS:** Yes.

24 **MS. GORDON-MOORE:** For budget
25 2024?

1 **MR. SIEGEL:** He knows what I'm
2 talking about.

3 **MR. CONWAY:** What we gave you last
4 year.

5 **MR. SAUERS:** Yes.

6 **MR. CONWAY:** Had that information.

7 **MR. SIEGEL:** What you presented
8 last year, how did it turn out? Line by line.

9 **MR. AHMED:** Do you know roughly
10 how much over budget you-all went on that?

11 **CHAIR:** Let me see if I can pull
12 up this agenda.

13 **MR. SAUERS:** Well, I can tell you
14 it probably was considerably over budget because
15 last year we did not ask for 380,000. We asked
16 for a little less. My guess was last year we got
17 around 320,000, if I'm not mistaken. But I can
18 certainly furnish it.

19 **MR. SIEGEL:** Yeah. I think that
20 it's easier for us to look at that. Last year, I
21 think you asked for an increase in one particular
22 area. I can't remember what it was. Last year's
23 request. My question then was what was the
24 actual, and where were you short in that area?
25 Perhaps overage is somewhere else. We at least

1 have a clear picture. That's all.

2 **MR. SAUERS:** Yeah. We can do
3 that.

4 **MR. SIEGEL:** Okay.

5 **MS. GORDON-MOORE:** Just to follow
6 up on that, can we get that even if it's after
7 vote on this, can we get it for this year and not
8 wait to see that budget items and next year, but
9 do it for this year as well?

10 **MR. BERMAN:** Commissioner, I'm not
11 sure I understand you...

12 **MS. GORDON-MOORE:** You said yes,
13 you can get us that comparison.

14 **MR. AHMED:** It's on the document
15 we presented last year. It's just we didn't...

16 **MR. SIEGEL:** Not what you actually
17 spent in 2024. It's not.

18 **MR. AHMED:** No. That's here.

19 **MR. SIEGEL:** What was the budget?

20 **MR. AHMED:** I think of what you're
21 saying is what we budgeted last year.

22 **MR. SIEGEL:** Exactly.

23 **MR. CONWAY:** When we presented the
24 same document for 2023 and 2024 on.

25 **MR. SIEGEL:** That's what we don't

1 have here. Correct.

2 **CHAIR:** It doesn't matter.

3 **MR. CONWAY:** Well, it's on that
4 document. We just have to pull that document
5 out.

6 **MR. SIEGEL:** Yeah. Because we
7 don't...

8 **CHAIR:** We don't carry last year's
9 notes with us.

10 **MR. SIEGEL:** Yes

11 **MR. SAUERS:** Well, I do have it on
12 my laptop in my briefcase.

13 **MR. SIEGEL:** We don't need it
14 today.

15 **MR. SAUERS:** I can go back and
16 send it to you, again.

17 **MR. HOPF:** No, Frank, just send it
18 to executive secretary.

19 **MR. SAUERS:** Yes.

20 **MR. SIEGEL:** He'll distribute it.

21 **MR. HOPF:** Thank you.

22 **MR. SIEGEL:** Thank you.

23 **MS. GORDON-MOORE:** This does not
24 include benevolence because that comes from a
25 different category breakage?

1 **MR. HOPF:** That's different.

2 **MS. GORDON-MOORE:** Yeah. Okay.

3 **MR. SAUERS:** Glen, will probably
4 submit that budget to you sometime early next
5 year. Normally we submit it in March, but
6 because of the change in racing schedule, there
7 would probably be submitted earlier.

8 **CHAIR:** Any other questions or
9 comments? All commissioners in favor of approving
10 the request?

11 **MR. AHMED:** Yes. BHHA.

12 **CHAIR:** Oh, I'm so sorry. That's
13 alright.

14 **MR. AHMED:** Debbie.

15 **CHAIR:** Debbie.

16 **MR. AHMED:** Are there any
17 questions for Debbie for the Harness horse
18 racing?

19 **CHAIR:** All commissioners in favor
20 of approving the request to withdraw
21 administrative cost from the Horseman's account
22 as presented please indicate by responding.

23 **MS. GORDON-MOORE:** Yes.

24 **MS. BRAND:** Yes.

25 **MR. SIEGEL:** Yes.

1 **MR. TANNER:** Yes.

2 **CHAIR:** All commissioners opposed.
3 Please indicate by responding no. Motion
4 carries. Thank you. Next on the agenda is I
5 would entertain a motion to address the
6 appointment of the 2025 Virginia Breeders Fund
7 Advisory Committee. Is there a motion from the
8 commission?

9 **MS. BRAND:** I make a motion to
10 present that committee.

11 **MS. GORDON-MOORE:** Is there a
12 second from the commission?

13 **MS. BRAND:** Second.

14 **CHAIR:** Executive Secretary Ahmed
15 assigned the floor.

16 **MR. AHMED:** Thank you, chair.
17 Pursuant to Virginia Code Annotated 59.1-372, the
18 Virginia Race Commission is tasked with
19 appointing an advisory committee to assist with
20 the governments of the Virginia Breeders Fund.
21 The purpose of that fund is to promote breeding
22 of resources in Virginia by distributing awards,
23 establishing a program for its incentives for
24 owners and breeds of Virginia bred horses. The
25 source for that fund comes from one percent of

1 total handle on live horse races through OnTrack
2 OTB as well as AW wagering. Then most recently
3 0.25 percent of the total handle on historical
4 horse races is also going into that budget. The
5 advisory committee per statute plays a critical
6 role in examining the current rules and
7 regulations that we have surrounding that
8 program. The appointing this committee, he also
9 be that the committee collaborates with the VRC
10 staff to stay, inform all the revenues that are
11 coming in and establish a funding disbursement
12 mechanism for that going forward. Pursuant to
13 the statute, the advisory committee is composed
14 of following members, two representatives from
15 each registered breed association participating
16 in the fund program. That would be the Harness
17 Horse Association and the Virginia Thoroughbred
18 Association. One representative, from the
19 owner's slash operators of the race track. That
20 would be Colonial Downs. Then one representative
21 from all meet sanctioned by the NSA. What I did
22 speaking to the chair reached out to the
23 different associations and requested that they
24 propose names from among their groups with the
25 exception of the owner operator representative.

1 They have proposed the, the names as they're in
2 front of you. The Virginia Thoroughbred
3 Association has proposed Amy Moore and Debbie
4 Easter. Virginia Harness Horse Association has
5 proposed Scott Woogen and Debbie Warnick. The
6 NSA sanction meets collectively proposed Sean
7 Clancy, I'm saying that correctly. Then for the
8 owner operator representative we recommend Frank
9 Hopf to represent Colonial Downs. Statute
10 suggest that membership for 2025, the initial
11 term will end on December 31st, 2025 once
12 appointed by the commission. You have to answer
13 any questions that you have.

14 **CHAIR:** Commissioners?

15 **MR. SIEGEL:** I have no question.

16 **CHAIR:** Commissioner Tanner?

17 **MR. TANNER:** No questions.

18 **CHAIR:** Thank you all.

19 Commissioners in favor of appointing the
20 individual recommended by Executive Secretary
21 Ahmed to serve on the 2025 Virginia Breeders Fund
22 Advisory Committee. Please indicate by
23 responding yes.

24 **MS. BRAND:** Yes.

25 **MS. GORDON-MOORE:** Yes.

1 **MR. SIEGEL:** Yes.

2 **MR. TANNER:** Yes.

3 **CHAIR:** All commissioners oppose
4 please indicate by responding no. Motion
5 carried. Thank you. Next is the public comment
6 period. The commission will now open the floor
7 for comments from the public. Again, comments
8 are limited to three minutes each. I'll instruct
9 the executive secretary to keep track of this.
10 Is there anyone willing to speak? Is this
11 microphone here or that one?

12 **MR. BERMAN:** I can speak loud
13 enough everybody. I promise you. Every year for
14 the last five years, the VEA operating budget has
15 been on the December agenda. It's given the
16 public and the legislature and myself an
17 opportunity to review that budget, Mr. Hann will
18 go through that budget line by line every year.
19 The commissioners have also had questions through
20 the VEA about that budget. That budget is not on
21 the agenda this yea. Inquired with Mr. Ahmed
22 about the budget. How come it wasn't going
23 there? He told me that it's not in the statute,
24 that it's not required to be heard in front of
25 the commission. Then I asked for a FOIA to get

1 that budget. He told me that the commission, I
2 mean, that the VRC doesn't have to provide that.
3 I'm just saying that budget is important and it
4 is important for people to be able to see what's
5 on there. I'm not saying there's anything on
6 there bad, but if the public and the legislator,
7 I'm the liaison for the Virginia Gaming
8 Commission Study Group. I can tell you those
9 guys want to know what's in that budget too.
10 They go over that budget with me every year. If
11 they're frustrated that we can't get that budget
12 either, and I don't know why that budget is not
13 on the agenda. I don't know why nobody wants to
14 provide that budget. But I would just hope for
15 the sake of transparency and in good faith, the
16 VEA would provide that budget so that we can see
17 what's on there this year, also in the future.
18 That's all I've got to say.

19 **COURT REPORTER:** Did he state your
20 name.

21 **CHAIR:** Did you state your name
22 for the record?

23 **MR. BERMAN:** Ma'am?

24 **MS. BRAND:** Did he state his name
25 for the record?

1 **MR. SIEGEL:** No, he did not.

2 **CHAIR:** Can you state your name
3 for the record?

4 **MR. BERMAN:** My name is Tad
5 Berman. T-A-D B-E-R-M-A-N.

6 **CHAIR:** Yes. Thank you very much.
7 Always appreciate your comments. I'm going to
8 let executive secretary comment on that.

9 **MR. BERMAN:** Yeah. Can you speak
10 up, Ahmed? It's hard to hear out here.

11 **MR. AHMED:** Yeah, I appreciate
12 your comment as well. Just two answers for your
13 points there. The VEA's operating budget, my
14 response to you on that is that the statutes nor
15 their regulations require an approval of that
16 budget. The items that were put in front of the
17 commission today are those that the commission is
18 authorized to act on. I did not see anything in
19 the statutes or regulation. I've consulted with
20 my counsel here and did not see that. The second
21 thing is the FOIA exemption that I cited. It's
22 not that I am withholding any information from
23 you, that it's exempt from being distributed to
24 the public. I can't opine on what previous folks
25 have done. But that's after speaking again with

1 the Assistant Attorney General, we looked at what
2 was provided in that budget and whether it
3 qualifies for those exemptions. That would be
4 the case for any information that's sent to the
5 VRC before responding to FOIA request. We have
6 to run it against those exemptions and make sure
7 it's not something that's confidential or
8 proprietary that's getting out there. That's
9 all. I'll say to that one.

10 **MR. SIEGEL:** But if we ask the VEA
11 for a copy of that budget, they have no
12 obligation to give it to us?

13 **MR. AHMED:** Correct. If there's
14 no requirement for the statute or regulation then
15 the VEA would not have an obligation to give that
16 to us. Now obviously all of that can change if
17 there was a regulation in the future or statute
18 that required a mechanism for that to be
19 submitted and reviewed and go through the detail.
20 For example, the HPPA, that's a requirement to
21 have any amounts that are dispersed from the
22 Horsemen's account, it has to come in front of
23 the commission and be approved by them. That
24 mechanism does not exist for the VEA, at least I
25 can't find it. If somebody can point that out to

1 me, I'd be happy to look at that. But that's it.
2 I haven't seen that.

3 **MR. SIEGEL:** I think I can
4 understand their reluctance in making it public,
5 although, and I don't always understand that, but
6 to make it available to us doesn't seem like a
7 big ask, but...

8 **MR. AHMED:** Again, just to
9 rephrase, I'm not reluctant to provide it to the
10 public. That's not the case here at all. It
11 would be it's just as an example the commission
12 gets various test lab reports as well, and any
13 member of the public can request those, but we
14 wouldn't be able to provide them because of the
15 nature of what's in those reports. Those things
16 are when our regulated entities are providing
17 them to the commission, they are providing them
18 under the auspices of the FOIA and all of those
19 exemptions as well. We want to make sure that
20 nothing is getting out there that would
21 negatively impact those entities. Again, it has
22 nothing to do, it's not a subjective action at
23 all. It's totally objective and we looked at the
24 FOIA exemptions and all of that.

25 **MR. SIEGEL:** Jeff, do you have a

1 comment about any of that?

2 **MR. JEFF:** No.

3 **MR. SIEGEL:** I see the answer.

4 **MR. AHMED:** Liz, do you want to...

5 **MS. MYERS:** The FOIA exemption
6 applies when a private entity provides records to
7 a public entity with proprietary information that
8 the public entity uses to promote tourism
9 economic development. There's a whole plethora
10 for public purposes that the, that a private
11 entity would want to produce to a public entity,
12 but does not want that public entity to then
13 produce it ad nauseum to the public. That's FOIA
14 exemption. When something is produced to a
15 public entity requesting that it be kept
16 confidential pursuant to that provision, that's
17 when it comes into, we have to keep it
18 confidential.

19 **MR. BERMAN:** Could I respond real
20 quick?

21 **CHAIR:** Yes. Go ahead.

22 **MR. BERMAN:** Regardless of whether
23 it's required by FOIA or do you have an exemption
24 or not. I still think it would be applicable for
25 the VEA just to provide that budget. Because if

1 they don't provide the budget, it creates a
2 situation where it looks like you've tried to
3 hide something. That's not a good thing,
4 especially two buildings up where these guys want
5 to see that when they're not allowed to see that
6 they're not going to be encouraged to do anything
7 to help these guys. I mean, they might be, but
8 they're going to have that in the back of their
9 mind. What aren't they not being told? That's
10 the problem. After five years of getting those
11 budgets, I can't imagine what the big deal is all
12 of a sudden. You want to lock everybody out from
13 having that. One thing that is important about
14 that budget this year, that's more important than
15 it has been in years past. Mr. Ahmed got up at
16 the last meeting and mentioned something in the
17 public comment that I've been talking about for a
18 year. Where are we going to get the money to pay
19 for these purses next year? It would be nice to
20 see that budget and to see what money they had
21 that they were going to be able to provide to pay
22 for those purses. That's why that budget is so
23 important this year.

24 **CHAIR:** Thank you, Mr. Berman.

25 **MR. BERMAN:** I'm done.

1 **MR. SIEGEL:** Thank you.

2 **CHAIR:** I appreciate it. Thank
3 you very much.

4 **MR. BERMAN:** I'm done.

5 **CHAIR:** Any other public comments?
6 Before we adjourn there no need for a closed
7 session. It appears. Is there any other
8 commissioner's comments before we adjourn?

9 **MR. SIEGEL:** That was a good
10 meeting.

11 **CHAIR:** Since there is no other
12 business, the chair, I would like to entertain a
13 motion to adjourn this December 3rd, 2024 meeting
14 of the Virginia Racing Commission. Is there a
15 motion?

16 **MR. SIEGEL:** So, moved.

17 **CHAIR:** Is there a second from the
18 commissioners?

19 **MS. BRAND:** Second.

20 **CHAIR:** All commissioners in favor
21 of adjournment, please indicate by responding
22 yes.

23 **MS. BRAND:** Yes.

24 **MS. GORDON-MOORE:** Yes.

25 **CHAIR:** All commissioners opposed

1 please indicate by responding no. Motion
2 carried. The meeting is adjourned.

3 **(WHEREUPON, the VIRGINIA RACING COMMISIION**
4 **MEETING was concluded at 1:20 P.M.) 1**

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CAPTION

The foregoing matter was taken on the date, and at the time and place set out on the title page hereof.

It was requested that the matter be taken by the reporter and that the same be reduced to typewritten form.

1 CERTIFICATE OF REPORTER AND SECURE ENCRYPTED
2 SIGNATURE AND DELIVERY OF CERTIFIED TRANSCRIPT

3 I, **EARLINA ONTREAL KING**, Notary Public, do
4 hereby certify that the forgoing matter was reported
5 by stenographic and/or mechanical means, that same
6 was reduced to written form, that the transcript
7 prepared by me or under my direction, is a true and
8 accurate record of same to the best of my knowledge
9 and ability; that there is no relation nor employment
10 by any attorney or counsel employed by the parties
11 hereto, nor financial or otherwise interest in the
12 action filed or its outcome.

13 This transcript and certificate have been
14 digitally signed and securely delivered through our
15 encryption server.

16 IN WITNESS HEREOF, I have here unto set my hand
17 this 10TH day of DECEMBER, 2024.

18
19
20
21 

22 /s/ EARLINA ONTREAL KING

23 COURT REPORTER / NOTARY

24 NOTARY REGISTRATION NUMBER: 7511634

25 MY COMMISSION EXPIRES: 10/31/2028

\$	\$96,000 19:9	112,000	144 71:21
\$1 119:2	<hr/> 0 <hr/>	115:24	14-year-old
\$1.5 8:24	0.25 139:3	12 20:19	14:5
\$11,000 9:11	<hr/> 1 <hr/>	24:25 57:24	15 24:25
\$125 119:4	1,650 118:17	76:21 77:13	47:4 89:25
\$14 108:24	1:20 149:4	111:4	150 117:25
\$2 110:17	10 6:8 29:13	12.3 31:7	118:12
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\$3.3 50:10	89:25 102:4	12:01p.m	60:3 65:16
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\$5 119:11	100 25:19	1200 117:2	1609 92:7
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\$540 119:8	102 118:21	127:15	115:21
\$60,000 24:3	104th 14:4	125,000	118:20
24:6	10-page	29:22	17,000
\$600,000	31:19	132,000	118:11
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\$8,000 19:11	68:14 76:21	138 50:12	175 120:12
\$80,000 19:4	77:13 127:5	13th 77:14	175,000
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\$90,000	54:16	10:13 20:19	19 22:14
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2.3 87:21	131:14	235 34:4	320,000
2.6 87:22	133:4	237 33:23	134:17
20 11:24	133:25	24 11:11	32nd 29:15
22:14 22:16	135:17	59:15 59:16	33,000
47:4 90:7	135:24	60:1 76:13	116:10
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20,000 36:3	34:17 55:2	95:6 97:5	42:23
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2023 75:20	128:19	27th 8:5	<hr/>
75:22 94:21	130:1 130:7	<hr/>	4
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87:2 87:14	110:11	15:19 16:6	90:6
89:14 90:12	124:7		absolutely
40 12:24	124:11	<hr/> 8	33:6 119:20
400 118:23	<hr/> 6	803 116:23	AC 65:19
41st 77:1	6 66:16	<hr/> 9	accept 95:16
44,000 87:24	66:19	90 25:19	acceptable
443,000	6:00 88:21	70:8	87:2
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