

**THE HORSEMEN'S BENEVOLENT AND PROTECTIVE ASSOCIATION
OF BRITISH COLUMBIA
MINUTES OF THE BOARD MEETING
HELD IN THE Boardroom on the 2nd level of HASTINGS RACECOURSE,
VANCOUVER, BC on October 26, 2019**

HBPA of BC President David Milburn, serving as the Chair, called the meeting to order at 11:00 AM

a) Officers of the Association

David Milburn---President
Steve Henson---Vice-President
Gary Johnson---Vice-President
Neil Stajkowski---Secretary-Treasurer

b) Directors of the Association

Philip Hall (not in attendance, proxy to Barb Heads)
Mary Anne Baumgartner Nancy Betts (absent with cause)
Michael Bye Warren Wilson
Ed Claggett Linda Lytle

The Chair began the meeting informing the Board that Michael Bye has received media accreditation for the Breeders Cup with Brave Nation on the Friday undercard and a Peter Redekop horse also running.

President Milburn then made a series of announcements relating to the Agenda, and the documents attached to it, that the directors had been provided including the discussion (summary provided) that the trainer members of the Board had concerning both the inner rail and timing of the morning training break.

Item 1 - Minutes

MOTION: To approve the minutes of the HBPA Board Meeting held on August 24, 2019 as circulated. (moved Warren/seconded Gary– approved without dissent)

Item 2 – Thoroughbred Awards Dinner

- A) Attendees - The Chair said that complimentary dinners will be paid for Neil, Cristin and Lorne, however Cristin is away and will not be attending.
- B) Backstretch Person of the Year Award. A dual award to both Robbie Henson and Tyler Walker was discussed by the Board.

MOTION: To approve the nomination of Robbie Henson and Tyler Walker, by the HBPA Board, for Backstretch Person of the Year. (moved Gary/seconded Barb– approved without dissent)

- C) A posthumous award for Richard Yates. Neil said that the awards dinner committee would like to make a special award for Richard. The Board noted that Richard had been awarded the Backstretch award previously. The Board discussed the renaming of the Backstretch award to the Richard Yates Backstretch Person of the Year Award.

MOTION: To approve the renaming of the Backstretch Person of the year award to the Richard Yates Backstretch Person of the Year Award. (moved Gary/seconded Steve, approved without dissent)

Item 3 – Racing Clubs

Neil provided a brief summary of the finances of the racing club and summarized the discussion held with President Milburn and racing club manager Mark Freeman. Neil commented that after a difficult start to the year, the team of Mark, Nigel and Matt did a great job of communicating to members and getting information sorted. Cristin sorted through the information as best that she could, and the results have been summarized. There are some decisions to be made concerning distributions and operating parameters. President Milburn said he has asked Gary to work with Neil and the three club managers to put together a summary of items to be discussed with key industry leaders along with Darren MacDonald make decisions on the race club macro operations.

Neil and Gary added that there has been work done and some good ideas moving forward for the 2020 season. There was a general discussion about the club being more of a social club and how to move to more of an owner's club with actual horse ownership. Gary said he had investigated private ownership clubs like Little Red Feather and while Canadian law is a bit different he thinks they can work in BC similarly to how they are working successfully in the US. The group will meet and report to the President and on to the industry representatives.

Item 4 – HBPA Contractors

President Milburn raised this matter as Cristin is leaving for a few months and he wanted to provide job certainty upon her return. Neil provided comment on Cristin's strong performance for the HBPA and how they have worked well together

MOTION: To approve Cristin Gossen as the HBPA bookkeeper for the 2020 racing season at the same rate. (moved Gary/seconded Steve, approved without dissent)

Gary added that with months left in Neil's contract there was no need to discuss at this time. Concerning Lorne, there was a general discussion. The President said he was in discussions with Darren MacDonald on a more structured role for Lorne helping with the race office. Neil mentioned the idea of a backstretch supervisor to help the racing office as well. The development of Lorne's role will be a work in progress over the next few months.

There was much discussion about the condition book and the ineffectiveness in communicating to trainers. President Milburn said that GCGC was generally happy as the races were filled however the trainers found it difficult and were quite unhappy. Neil added that he hopes to get together with Darren and Nichelle over the winter and see if a better process can be worked out to get a condition book out as in previous years. Gary suggested a working meeting with GCGC, the HBPA, and TOBA to find a solution to some of these issues that work for all.

Item 5 – HBPA National Convention in Hot Springs, AR

Neil raised this item asking if and who from BC will attend. The Board decided that Neil would be approved to attend with a total budget of \$2500 as Neil intends to use loyalty points to travel if possible.

MOTION: To approve a budget of \$2,500 for Neil to attend the HBPA National Convention in Hot Springs AR. (moved Gary/seconded Steve, approved without dissent)

Item 6 – HBPA AGM Feedback

- b Grooms – general discussion of groom situation with the recent CBS raid. The Board decided that it would not participate directly in any process to bring foreign nationals from Mexico to work at Hastings. There was a discussion about other options. Neil mentioned that he has had discussions with some local organizations that he hopes to continue over the break to entice some local workers. Additionally, he mentioned advertising in some online resources to see if there is other available Canadian qualified workers who are interested in working at the track.
- b President Milburn raised the matter of the inside rail replacement. He provided pictures and information on its funding, agreed to by GCGC. He said the decision to move forward needs to be made soon to meet the installation timing by February 1. The Board fully endorsed the decision to replace the rail as a primary financial project. They agreed that horse safety and the safety of horse workers, riders and jockeys is important and should always be a primary focus.
There was further discussion on the condition book again and the HBPA's relationship with GCGC in terms of getting any input into the condition book's timing. This is a key issue over the winter that trainers want working better in 2020.
- b President Milburn raised the matter of general Trainer compensation and decreasing profitability of this area of our business. In a general discussion, it was asked if anything could be done to improve Trainers financial lot. There was comment on Feed Store pricing as an area and adjustments of overall day rates. In general, though, the nature of how the trainers operate does not allow for much overall operational assistance to them.

Item 7 – Industry Matters and Proposed Marketing Meeting

Gary presented a written paper on a variety of matter for the Board to consider. He said he was working at TBC on a November 4th joint marketing meeting that he and Neil will attend, and he asked if another Board member would also join. Barb said she would review her availability to attend. Linda said she would go if Barb was unavailable. Gary added that a facilitator will be used to maximize the effectiveness of the meeting that will include GCGC personnel, TOBA, CTHS and Standard Bred representatives.

Report to HBPA of BC Directors on Teletheatre BC

October 26, 2019

1. Name Change – The official name of TBC is still Teletheatre BC. As part of our marketing efforts we are now referring to the company as BCRacebook. Our website is BCRacebook.com. This is not giving up on Teletheatre BC but is for name/brand recognition purposes only. All documents with signatures or cheques will be issued by Teletheatre BC. Previously if you looked up TBC or Teletheatre BC it would take you to a Richmond Go-Kart site. Not sure why other than there was way more Google searches for TBC looking for that site. We are already getting more searches by looking up Racebook or BCRacebook than we had in the past.

2. Overall the BCRacebook is in good shape and after losing the income from 3 closed sites we are now ahead of budget for the year and have replaced the Sechelt site with a new site on the outskirts of Sechelt. We are also in the process of working through a law firm to assist us in re-opening a site in Victoria. If we do get the go ahead from the city then we could probably be open within 2-3 months of approval. This would add considerably to our gross handle and net income. The loss of our old site meant a loss of almost \$3 million of handle.
3. Marketing Issues/Challenges
 - A. New HPI members – we are currently at about 850 new HPI members. We have not got numbers back from the work we are doing at Fraser Downs but we feel fairly confident of our goal for 1000 new members will be reached. Our biggest event is we are hosting a law firm who are having dinner at the races at Fraser Downs on November 1. This event will have about 100 participants. There are several other events that will take place in the next two months at Fraser Downs initiated by our marketing firm Jelly.
 - B. November 4 BCRacebook is hosting a Marketing Forum at the CTHS BC offices. The purpose of this forum is to try to develop better understanding of what we have done and what we want to do next year and going forward into 2024. Participation is limited and the HBPA has another spot available for one of the Directors to attend. It will be held from 9:15 AM – 2:00 PM . If one of you is interested, I would be grateful to see additional participation. Neil and I are attending at this point. We can send three. The meeting is being facilitated with reports from both tracks on 2019 activities (success and failures) and BC Racebook activities in 2019. Following that will be a look at some of the ideas we have for 2020. Participating organizations are BCTOBA, CTHSBC, HBPA, HRBC (standardbred folks), representatives from GCG as well as staff from BC Racebook.
 - C. 2020 Marketing Budget for BCRacebook should increase significantly to allow us to undertake many new events during 2020. So far, the vast majority of items identified are at Hastings since Fraser Downs does not have the layout or facilities we would need to do similar there.
 - D. Matthew Ruhlman the BCRacebook General Manager is doing a great job and advised me this past Thursday at our regular meeting that he has initiated a couple of promotions at three of the Racebooks to try out some new tactics. They include such things as setting up a special night/day at one of the Racebooks with food/beverage and Racebook specials (usually a betting voucher if you buy the food and beverage special. All three locations are really excited about trying to incorporate a better relationship between the regular pub patrons and the Racebook patrons.
 - E. BCRacebook has designed and ordered some “swag” including baseball hats, golf shirts, travel mugs, re-useable water containers, Notepad and pens. These will be tested out at some of the Racebooks in terms of giving them away or perhaps selling them. While not meant to be a big money generator we think these will add to name recognition if more and more people are seeing our name and logo in the public.
 - F. Finally, we have had some recent inquiries about opening a couple more Racebooks within the province. One is very serious and we are working with them to identify any issues with the site/licensing etc.

President Milburn commended Gary for taking the initiative with this group and was supportive of the initiative. Gary said he has received very positive response from the industry and GCGC with this and hopes improved results can be achieved with the operating efficiencies and shared ideas that can come from this group.

Gary said he would report back at the next Board meeting on the outcome of the meeting.

Item 8 – Committee Reports

- b Feed Store – Warren provided a comprehensive overview of the status of the Feed Store. He commented on some of the discussion points raised at the AGM and said that in his view the staff worked hard and were under compensated. He added that the goal of trying to build a surplus was difficult and the 2018 year finished even. The 2019 year is trending towards a more positive result and so resources may be able to be built again. President Milburn asked if margins should be reduced to improve trainer finances. There was a general discussion around the operations of the Feed Store and many issues were raised. Warren said that with Neil coming on board he expects Neil to take a more active role in the feed store oversight. Ideas such as year-round supplying of feed, margin reduction and general price reductions were discussed. Warren also said there is a need to improve some of the technology resources both hardware and software. Neil said he would work with Joanne and update/upgrade these areas.

MOTION: To approve a budget of \$5,000 for technology improvement (hardware and software) for the feed store. (moved Warren/seconded Gary, approved without dissent)

- b Linda reported briefly on New Stride, thanking the Board for its support of New Stride and the positive results of the organizations current year. There were no other official committee reports.

Item 9 – Other Business

President Milburn provided some general and preliminary information concerning initial discussions with industry representatives related to the 2020 budget. He added that Michael has attended these meetings supplying support on financial matters. Generally, he said that province wide reductions in Casino revenues will impact the gross amount available and so there will likely be discussions on where the industry can tighten up.

The Board discussed many items and provided information for the President for his future meetings. The Board did comment on the lack of transparency on the use of some funds, such as the float or fund reserve, as they thought now was the time to use these monies for current industry participants, not future participants. While some areas may need to be cut, they hoped that a clear vision could be provided so that those impacted can provide feedback.

The Board thanked the President for his work on this subject area and encouraged him to continue to push for use of the reserve and to keep purses unchanged in 2020.

On a separate matter, Barb suggested a \$200 gift to Lacy from the racing office as recognition of the help she provided in selecting the groom of the week. The Board agreed and asked Barb to arrange.

MOTION: To approve a \$200 gift/honorarium for Lacy for her role in selecting the groom of the week award. (moved Warren/seconded Barb, approved without dissent)

Item 10 - Adjournment

The meeting adjourned at 1:10 pm.

Drafted pending Board Approval