

LETTER FROM NTRA

Dear Supporters,

The 2017 NTRA Legislative Action Campaign (LAC) Annual Report includes an update on federal legislative and regulatory developments enjoyed by the Thoroughbred racing and breeding industry in the 2017/2018 Congress. Leading the way were the new IRS regulations that redefined "the amount of a wager" and freed horse racing's customers from burdensome reporting and withholding requirements associated with certain winning wagers.

Additionally, the LAC Annual Report reviews, among other issues, tax reform, sports betting, credit card use to fund advance deposit wagering (ADW) accounts and immigration.

The NTRA encourages you to share this report with others who may have an interest in the industry and who may want to help the NTRA help horse racing in Washington, D.C., by contributing to the NTRA's ¼% Check-off Program when they buy or sell at one of the NTRA's sale company partners.

With Appreciation,

Joe Bacigalupo

Senior Director of Government Relations & Membership Development



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NTRA

MISSION STATEMENT

The NTRA is a broad-based coalition of horseplayers, racetrack operators, owners, breeders, trainers and affiliated associations committed to increasing the welfare, integrity and popularity of Thoroughbred racing through consensus-based leadership, safety and integrity initiatives, legislative advocacy, corporate partner development and fan engagement.

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LEGISLATIVE SUMMARY

As the trade association for the Thoroughbred industry, NTRA focuses its advocacy efforts on legislation having direct and material effect on its members and their business activities as they relate to racehorse racing, breeding and pari-mutuel wagering. With the American Horse Council, the NTRA also supports Congressional education programs on issues such as agricultural matters and immigration, which affect the horse industry as a whole. Below is a summary of the major legislative issues for horse racing in the first half of the 2017/2018 Congress.

Tax Reform—Sweeping Changes Impact All Industry Sectors

In the closing days of the 2017 Congressional session, Congress passed and the president signed into law a comprehensive tax reform bill. With few exceptions, the bill's provisions take effect in the 2018 tax year. However, since the bill was passed in 2017, we have included a discussion of its main features, below. For information on racehorse depreciation and Section 179 for the 2017 tax year, see the section on "Racehorse Depreciation and Section 179—Status for 2017." You may also visit the NTRA's Web site, SupportHorseRacing.org, for legislative updates on these and other issues.

While the tax provisions outlined below are generally favorable to our industry, every participant in racing will be impacted differently. We recommend that all taxpayers consult with their tax advisors to assess how the bill will specifically impact their operations. Notable provisions in the tax reform package include:

- Permanent reduction in the U.S. federal corporate income tax rate from 35 percent to 21 percent.
- Temporary (through 2025) reduction in the top individual income tax rate from 39.6 percent to 37 percent, and revision of the other individual income tax rates and brackets.
- Doubling of the standard deduction; elimination of personal exemptions; imposition of new limits on the deduction for state and local taxes, mortgage interest, and personal casualty losses. Other personal itemized deductions, including unreimbursed business expenses, are eliminated.
- Retention of the current 40 percent estate tax with a doubling of the estate and gift tax exemptions from \$5,600,000 to \$11,200,000 per person.
- Repeal of the corporate alternative minimum tax (AMT) and modification of the individual AMT with higher exemption amounts and phase-out thresholds.
- Inclusion of a new, temporary, 20 percent deduction for certain pass-through business income. This deduction will sunset at the end of 2025.
- Increase in immediate expensing to 100 percent and expansion of the definition of "new property." Purchasers are now able to write off 100 percent of all horses purchased, including yearlings and breeding stock, as long as the asset purchased has not been previously owned by the purchaser. The 100 percent rate applies to new and used property acquired and put into service after Sept. 27, 2017 and before Jan. 1, 2023. Prior rules provided for 50 percent depreciation on new property only, Beginning with 2023, the 100 percent depreciation rate will be phased out by 20 percent each year until fully phased out after 2027.
- Increase in the Section 179 limit to \$1 million from \$500,000, and an increase
 in the cost of property subject to the phase-out to \$2.5 million from \$2 million,
 which is beneficial to industry participants that generate net taxable income.
 Both the maximum deduction and phase-out amount are permanently extended
 and will be indexed for inflation.
- Machinery and equipment used in farming operations are now granted accelerated depreciation with a useful life of only five years and depreciation

using the 200 percent declining balance method. The prior rules provided for a useful life of seven years and depreciation using the 150 percent declining balance method.

- Expanded cash method of accounting available for those with gross receipts less than \$25 million, an increase from the prior \$5 million level.
- Limitation on the applicability of the gain deferral rules to only like-kind exchanges of real property not tangible personal property.
- Limitation on the deduction for business interest expenses to 30 percent of adjusted taxable income.
- Elimination of the deduction for entertainment, amusement, or recreation expenses.

For horseplayers, the NTRA successfully worked to defeat a proposed amendment to the tax bill that would have eliminated the itemized miscellaneous deduction for gambling losses. Consequently, horseplayers will continue to be allowed to deduct their losses from wagering transactions (i.e., losing tickets) up to the amount of winnings. However, beginning January 1, 2018, through December 31, 2025, the limitation on losses from wagering transactions (up to the amount of winnings) will apply not only to the actual costs of wagers incurred by an individual, but also to other deductible expenses such as travel and lodging incurred by the individual in connection with the conduct of that individual's gambling activity.

Racehorse Depreciation and Section 179— Status for 2017

In the 2008 Farm Bill, NTRA secured a provision that allowed for the uniform and accelerated depreciation of Thoroughbreds. The provision subsequently carried forward in the 2015 Protecting Americans from Tax Hikes (PATH) Act, which extended three-year tax depreciation for all racehorses through 2016. That provision, along with dozens of others, expired at the beginning of 2017.

While it appears that the expensing provisions contained in the December tax reform package, outlined above, will adequately address that issue for our owners, the new provisions do not go into effect until the 2018 tax year. To address this gap, the House and Senate passed legislation that renewed three-year depreciation for racehorses (and many other lapsed provisions) retroactive to the beginning of 2017. On February 9, 2018, President Trump signed into law the Bipartisan Budget Act, a bill that among other measures extends retroactively for fiscal year 2017 uniform three-year racehorse depreciation.

"Amount of a Wager" Redefined—and With It, the Racing Industry

On September 28, 2017, horseplayers were finally freed of outdated IRS policies adopted when the only exotic wager consisted of a single Daily Double. On that historic day, IRS regulations that redefined "the amount of a wager" took effect and brought a new era to the racing industry and its customers, whose annual wagering tops \$10 billion.

The change capped a 10-year odyssey to modernize the tax code and clarify that "the amount of the wager" includes the entire amount wagered into a specific pari-mutuel pool by an individual—not just the winning base unit. This simple change produced an immediate 95 percent reduction in the number of so-called "signer" tickets, those subject to IRS reporting or withholding.

The process of adopting the new regulations, published in draft form on December 30, 2016, carried well into 2017. The Treasury Department opened a 90-day comment period that ended March 30, during which the NTRA submitted a comment letter requesting that Treasury enact the new regulations in its then current form as

quickly as possible. The NTRA also requested a 45-day grace period for uniform implementation. On a parallel path, the NTRA in January began meeting with Tote companies and racing operators to discuss the need to be prepared for immediate implementation of the regulations by April.

The NTRA also established an online portal for individuals to submit e-mail comments directly to the Treasury Department in support of the proposed regulations. Almost 5,000 horseplayers and others responded to calls for support, further cementing the industry's unanimous support for the changes and paving the way for Treasury and the IRS to act quickly. In the end, the wait was comparatively short by Washington standards and the industry was fully prepared to take advantage of the new regulation as soon as it was implemented.

IRS Reporting and Withholding Thresholds—What Do They Mean?

Before September 28, 2017, horseplayers wagering on pari-mutuel races were subject to reporting on proceeds of \$600 or more and automatic federal tax withholding on pari-mutuel proceeds of more than \$5,000 if the winning amount was also at least 300 times larger than the "amount of the wager." Previously, the "amount of a wager" was defined as the winning base unit, which virtually guaranteed that a high percentage of multi-horse and multi-leg wagers triggered reporting and/or withholding for horseplayers.

The new regulations clarify "the amount of the wager" to include the entire amount wagered into a specific pari-mutuel pool by an individual—not just the winning base unit—so long as all wagers made into a specific pool by an individual are made on a single totalizator ticket if the wager is placed onsite. The new regulations have the same positive results for ADW customers and do not impact how those wagers are currently made.

For example, under the old regulations, the IRS considered the amount wagered to be \$1 in the case of a \$1 Pick Six consisting of 140 different combinations costing the bettor \$140. Because the 300/1 ratio is reached at just \$300 when the amount of the wager in only \$1, any payoff on this \$140 Pick Six wager in excess of \$600 triggered reporting and any payoff above \$5,000 triggered automatic withholding.

Under the new regulations, a \$1 pick 6 ticket costing \$140 will not be subject to withholding or reporting unless that winning payoff is at least \$42,000 (300 x \$140 = \$42,000).

Epilogue on the New Treasury Regulations

The new Treasury regulations more accurately reflect today's pari-mutuel wagering environment and will positively impact a significant percentage of winning wagers, particularly those involving multi-horse or multi-race exotic wagers. Fewer "signer" tickets will improve players' liquidity and increase pari-mutuel churn, benefiting owners, breeders, racing operators, trainers, jockeys and government.

Reflecting on a 2.32 percent increase in fourth-quarter wagering in 2017 over the prior year, NTRA President and CEO Alex Waldrop observed, "strong wagering gains for the 4th Quarter ... correlate with reports of a 95-98 percent reduction in the number of W-2G filings for the latter part of the 4th quarter. With a robust economy, significant changes to the tax code for most, and a full year operating under the new withholding and reporting regulations enacted in late September, we are optimistic these positive wagering trends will continue in 2018."

Sports Betting—the Next Frontier

For many years, sports betting has been generally prohibited in all but a few states by the Professional and Amateur Sports Protection Act (PASPA). This ended in May of 2018 when the U.S. Supreme Court (SCOTUS) ruled in favor of New Jersey/Monmouth Park in their suit challenging the legality of PASPA. Through that landmark decision, SCOTUS has cleared the way for states to legalize sports betting without federal intervention.

Several of the leagues, including the NFL, opposed a PASPA repeal; however, the NBA was a vocal advocate for legalized and regulated sports betting. The decision will likely trigger a rush to Congress by the leagues and others seeking to address some of the issues raised by the ruling including taxation, age restriction, integrity monitoring, content royalties and basic consumer protections.

The NTRA continues to assess the potential threats and opportunities that any federal legislation might present and is engaged in conversations with its Congressional allies and other stakeholders, notably the AGA. In the aftermath, the NTRA will be at the table as it has been on all previous Internet and sports betting issues for the past 15 years.

Credit Cards—ADW's Lifeline Endangered

After the industry secured an amendment to the Interstate Horseracing Act (IHA) in 2001 to enable online wagering, advance deposit wagering has grown to roughly \$4 billion, accounting for 40 percent of U.S. pari-mutuel handle. ADWs, however, have an increasing problem with certain banks that issue Visa and MasterCard credit cards declining to allow these cards to be used to fund legal ADW accounts.

Throughout 2017, our Congressional allies have met with representatives from four major banks and card issuers who have disallowed ADW transactions on their cards, stressing the importance of the ADW sector and the economic significance of the equine industry.

On February 6, 2018, the NTRA announced that JP Morgan Chase & Co., the largest bank in the United States and the largest credit card issuer in the U.S. with more than 80 million active credit cardholder accounts, has begun approving credit card deposit transactions with U.S. licensed and regulated advance deposit wagering companies.

The decision by Chase to accept its cardholders' account funding transactions with ADWs approved to use the industry's 7802 merchant category code is expected to have a significant and positive impact on overall U.S. pari-mutuel handle, particularly advance deposit wagering, which already is the fastest growing segment of the U.S. pari-mutuel wagering market. It also could lead to acceptance of these types of transactions by other leading credit card issuing banks that have not allowed their Visa or MasterCard customers to use their cards to fund licensed and regulated ADW accounts.

Longer term, NTRA will also seek a legislative solution in the form of language to clarify that the Wire Act of 1961 (aimed at racketeering) does not apply to transactions made permissible by the IHA. Such an opportunity may present itself in any bills related to sports betting (see above).

Horseracing Integrity Act—Reintroduced in the House

A number of bills on racehorse medication have been introduced in the last several Congresses, though none has passed. On May 25, 2017, Rep. Andy Barr (R-KY) and co-sponsor Rep. Paul Tonko (D-NY) redoubled their efforts to secure a medication bill, reintroducing the Horseracing Integrity Act (H.R. 2651), legislation they co-sponsored in the last Congress.

The bill seeks to "improve the integrity and safety of horse racing by requiring a uniform anti-doping and medication control program to be developed and enforced by an independent Horseracing Anti-Doping and Medication Control Authority." The bill was referred to the House Energy and Commerce Committee's Subcommittee on Digital Commerce and Consumer Protection.

With bipartisan support from more than 120 co-sponsors, largely drawn from New York, California and Florida, the bill saw little action in the first half of the Congressional session. However, on June 22, 2018, the bill's sponsors, Reps. Barr and Tonko, testified at a hearing set by the Subcommittee on Digital Commerce and Consumer Protection. The subcommittee adjourned from the two hour and fifteen minute hearing without a vote on the issue. Currently, there is no companion bill in the Senate.

Immigration—A New Administration Changes Everything

When domestic workers are unavailable, trainers and other industry participants use the H-2B temporary foreign worker visa program to hire grooms and other stable help. However, the H-2B visa program has an annual cap of only 66,000 visas nationally, which is woefully inadequate for the many industries like horse racing that need foreign workers to fill jobs that are not taken by U.S. Citizens. There has been a temporary increase of 15,000 H-2B visas for qualified workers in 2017 and 2018 but those additional visas fall far short of fulfilling demand.

Immigration programs as a whole were thrown into question in 2017 by the Trump Administration's controversial immigration policies, including construction of a wall between the U.S. and Mexico, increased deportations, limits to legal immigration and proposed elimination of the Deferred Action for Childhood Arrivals (DACA) program created during the Obama Administration to aid young immigrants.

Entangled with larger issues of government funding, the future of DACA and immigration programs as a whole remain uncertain as of this writing.

Through its involvement in the H-2B Workforce Coalition, a national consortium of businesses and industries that rely on immigrant labor, the NTRA continues to advocate for racing's interests in maintaining access to qualified foreign labor when domestic workers are unavailable.

2017 LEGISLATIVE ACTION CAMPAIGN CONTRIBUTORS

100% Racing
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Academy House
David Adel
Naoise Agnew
Craig Sam Aguiar
Wilfredo & Maria Agusti
Airdrie Stud

Wilfredo & Maria Agus Airdrie Stud Hector Alcalde Nick Alexander Fred Allor Neal Allread Robert Amendola Anchor & Hope Farm Anderson Farms Bryan Anderson Doug Anderson Helen Andrews Mel & Jean Annuzzi

Edwin Anthony Jena Antonucci Ara Aprahamian Ashview Farm Audley Farm Equine

Mike Azer BHMFR BG Stables

Baccari Bloodstock Bach Stables

William M. Backer Revocable

Trust
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Jim Bakke
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Michael Ballezzi
Stephen Barberino
Victor Barboza, Jr.
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James Barnawell Michael Barro

BBA Ireland Limited
Bead Land & Cattle Co.

Andy Beadnell Agnes Beane Steve Beard

Beau Lane Bloodstock

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Blake-Albina Thoroughbred Services

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Bloodstock Thoroughbreds

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Services
Bluewater Sales
Bona Terra Stud
Bonde Racing Stables
Bonne Chance Farm

Borden Farm

Keith Brackpool Racing Anthony Braddock Bradley Thoroughbreds Randy Bradshaw Louis Bradvica Branch Equine Randall Brandon, DVM

Randall Brando Steven Brandt Niall Brennan Brett Bresser Philip Brish Sam Britt Cal Britton

Broad Creek Bloodstock

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Brookdale Farm
Brookdale Sales
Brookfield Stud
Chad Brown
Donald Brown, Jr.
Ronney Brown
Hal Browning
Brownstead Farm
Jerry Brumley

Richard Brunacini Matthew Bryan Magalan Bryant

Buck Pond Farm Buckland Sales Eric Buckley Marti Buckner Tom Bunn

Burden Creek Farm Daniel Burke John Burness David Burnett

Burning Daylight Farms Timothy Burr Roger & Lisa Burton

Calabria Farms
Bret Calhoun
Calumet Farm
Ted Campion
Candyland Farm

Cannon Thoroughbreds
Kent & Beckie Cantrell
Cantrell Family Partnership

Carl R. Moore Management
Caro Farm

Webb Carroll
Dr. Jamie Carter
James Casey
Dr. Maurice Casey III
Lynn Cash

Justin Casse
Mark Casse
Kendra Casselman
Norm Castiglione
Allan Keith Castro
Casual Run Farm
Clay Caudill
Doug Cauthen

Cave Brook Farm
D.M. Cavey
CDM Racing
Centennial Farms
Center Stage Farm
Alexandro Centefant

Alexandro Centofanti Juan Cervantes Chadds Ford Stable Thomas Chalin Chamerolles Farm Chance Farm Chanceland Farm Tory Chapman

Ellen Charles Charm City Racing Anthony Chaudry Martin Cherry Chestertown Farm

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Lee Christian

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Claiborne Farm
Clarkland Farm
Clearsky Farms
Clifton Farm
Michael Cloonan

Clover Hill Farm Inc. Club Risque Stable Coffeepot Stable

Russell S. Cohen, DVM Yehuda Cohen

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Colts Neck Stables
Columbiana Farm
Columbine Stables

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Dan Considine
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Copper Penny Stables
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Corrigan Racing

Patrick Costello Cottonwood Stables Country Life Farm James Courtney Joe Cowles

Joe Cowles
Dr. Ruel Cowles
Bill Crager
Joe Crane
Ronnie Cravens
Cres Ran
Crestwood Farm

Crestwood Farm
Cromwell Bloodstock
Agency

Cross Keys Sales Liz Crow

Crowning Point Farm

Keith Crupper Crusader Racing, Inc.

Crystal Lane Racing Crystal Meadows Farm

CTM Racing Brian Culnan Robert Cummings John Cummins, DVM Frank D'Amato Don Danard

Richard and Patricia Dancsok Darby Dan Farm Dark Hollow Farm Albert Davis Donald Dean Robert Deckert, Jr. Bruno De Berdt Pamela Deegan Bruno De Julio Robert Delaney, Jr. Frank De Marco

Denali Stud

de Meric Stables

Art Denio Denzik Thoroughbreds

Nick & Jaqui de Meric

Susan Derby
Kenneth Deregt
Derek Lawson, Inc.
J. Keith Desormeaux
Charles Deters
Isabelle De Tomaso
Eli Diamant

Mike Schiano Di Cola Philip Dicosmo Brian Didonato Lou Dunn Diekemper Domenic DiLalla Joseph Dirico Michael Di Tomasso

Dixie Farm
Gabriel Dixon
David Doering
Dogwood Stable Inc.
David Donk
Drew Donohue

Donovan Bradshaw, Ltd.

Bill Dory Barry Doss Melvin Dotson Kenneth D'Oyen Mike Doyle Dream Walkin Farms Peter Fluor Good Luck Farm Dan Hendricks Erik Johnson Jack Duarte Vincent Foglia Jaime Gomez Wendy Hendriks Aaron & Marie Jones Jean Etienne Dubois Conor Foley Romert Gonzalez Michael Henning Hope Haskell Jones Chris Duggan Gary Folgner Robert Gorham James Herberner, Jr. Lynn Jones **Dundrum Farm** Theodore Folkerth Gracie Bloodstock Hermitage Farm Robert Jones Christopher Dunn Russell B. Jones, Jr. Anthony Fontana **Grassroots Training & Sales** Arturo Herrera Francoise Dupuis Albert Ow Kee Foo J. R. Ward Stables **Brian Graves** Robert Hess, Jr. Travis Durr Bryan Ford JS Stables Lorna Gray Heste Sport Inc. John Dyer Caroline Forgason **Bob Grayson** William Hickman Juddmonte Justified Farms **Eagle Point Farm** Susan Forrester Greenfield Farm Hidden Brook Tommy & Wyndee Eastham Fortune Farm Greenhill Farm Hidden View Farm K E M Racing Stable **Eaton Sales** John Foster Green Hills Farm, Inc. Highland Yard Dr. Jennifer Kaak Eaton & Thorne, Inc. Kaizen Sales Moustapha Fostock Dean Greenman High Peak Farm Echo Valley Horse Farm Foundations Farm Alex Karkenny Mark Grier Highpoint Bloodstock Ela Racing Stable Carolyn Karlson Four Star Sales Linda Griggs Jamie Hill Lisa Ellison KatieRich Farms AJ Fovt, Jr. Gabe Grossberg Jim & Susan Hill Michele Elliott **Robert Francis** Bruce Grossman Raymond Hill III Alex Kazdan Elm Tree Farm Luis Franco Hill 'n' Dale Sales Agency Keene Ridge Racing Gary Gullo **Emcee Stable** Cassie & Keenan Freeman **Nick Hines** Kehner Thoroughbreds **Gum Tree Stables EMFO** Racing Toby Keith Carolyn Friedberg Hinkle Farms Dale Hagedorn **Ends Well** Steven Friedfertig Kelly Thoroughbred Mary Haire **Tony Holmes** Charles Engel Cary Frommer Ronnie Hale Ted & Joanne Hoover John & Sara Kelley Lois Engel Bill Frothinger Dennis Kendall, Jr. Patrick Hoppel **Emory Hamilton** Elise Kendall Joe Engelhart Stephen Fulton Ellen Horner Terry Hamilton Daren English **Eddie Kenneally** Alistar Fyfe Rebekah Hammond N.G. Houston III Larry Ensor Terry Gabriel Donna Hancock Hronis Racing Stable Greg Kerswill Terry Eoff **Hubert Gaffney** Richard Kessler W. Rowland Hancock Catherine Hudson **Epona Racing Stable** Gary Ketring Gainesway Matthew Hand **Tommy Humphries** Alexander Khait Mary Eppler Abraham Gardea **Hunter Valley Farm** Matthew Hanev Kia-Ora Stud Australia Ellen Epstein Clark Gardiner Shawn Hansen and Todd **Hurricane Place** Hansen E Slash Ranch Jack Garey **Hurstland Farm** Zach Kilgus EOB. Inc. Alfredo Ordonez Garrido Happy Tenth Stable Ellen B. Kill Kelley **HWL Partnership** Hardacre Farm **Equus Farm** Gatto Racing Kindered Stables, Inc. **IBA** Genesis Racing Haras Don Arcangel S.A. John Erdel Kingdom Bloodstock I C Racing Arcadio Escamilla Hare Hill Farm Kings Equine SL Geo Imagine... Mike Harrell Diego Estrada Get Away Farm Kingston Bloodstock Indian Creek Farm Justin Evans Dr. Don Gibb Harris Farms Kingswood Farm David Ingordo Harris Training Center Patrick & Elizabeth Everard Corneilia Gibson Kingview Farms Orrin & Lee Ann Ingram Chris Ewina Don Giffen, Jr. **Bridie Harrison** Robert A. Kinsley Joseph Ioia John Harroff, DVM Jim & Michael Ann Ewing Randall Gindi Kinsman Farm Donna Ippolito Excel Bloodstock Chris Girdley Dr. & Mrs. E.C. Hart S Matthew Kintz Ital-Cal Horse Management, Tommy & Lori Fackler Jim Gladden Chris Hartman Inc. Klaravich Stables, Inc. J L Gladwell III Gary Hartunian Jackpot Ranch **Donald Fallon** Seth Klarman **Eoin Harty** Gregory Jackson Farfellow Farms, Ltd. Jimbo & Torie Gladwell Jackson Knowlton Steve & Debbie Jackson Gary & Karen Farrar Ben Glass Hartwell Farm John Koenig Dave Faulkner Mark Glatt Dana Lally Haugli **Eddie Jacobs Brian Koriner** Eric Fein Glenmalure Farm David Hayden Jamm, Ltd. Mark Kornegay Frank Haydon Jay Ar Dee Stables Gina Fennell Glen Oak Farm Milan Kosanovich Deborah Ferguson **Kevin Haynes** Jay Em Ess Stable Matthew Kosco Global Thoroughbreds Kathleen Feron Suzanne Hazlup Jon Jazdzewski Robert Krangel R.L. Glosson **Heaven Trees** JCL Racing Stable Gary Finder Kirk Godby Gary Kropp Dave Fishback Godolphin Scott Heider Rodney Jenkins J. Eric Kruljac William Fishback Karen Godsey JKD2 Farm Roger Heitzmann Tom Kuegler Flaxman Holdings, Ltd. Alan Goldberg Don Henderson Keith Johns Sol Kumin Fleetwood Bloodstock Golden Rock Sam Henderson Dewayne Johnson La Bahia Stud, Inc.

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Lenard Labuda LX Stable Kenny McPeek Needle in a Haystack Joseph Picozzi Lady Olivia at North Cliff Steve McPherson Bryan Lynam Dave Neilson Scott & Lanae Pierce Bill Landes John McShane Jane Lyon Sanna Neilson Jose Pinchin Landry Bloodstock Matthew Lyons Meadowlark Valley Sales Anita Nesser Pinetree T-Breds Joseph & Renee Lane Phillip Maas David Meah John Newcomer Michael Pino Lane's End Machmer Hall Anthony Melfi New Episode Training Center P J Arnold Bloodstock Lanes Mark Farm Preston Madden Michael Mellen Paul Newhart Playbill Magazine Michael Langford Bartolome Mafla H. George Mellon Richard Newman Sam Poggi Langsem Farm Tony & Robin Malatino John Menary Bill Nicholls Tom Pojar Lantern Hill Farm Scott Mallory Becky Merkel Tom Nichols Rosilyn Polan Late Night Stables Richard Malouf Joe Merrick Craig Nicholson Polo Green Stable Michael Lay Robert Manfuso Merriebelle Stable Richard Nicolai Kathryn Poole Man O War Farm James Layden Mike Anderson Racing Sean Nix Popatop **Layden Training Center** Manitou Farm Miklin Stable No Limit Stable Mandy Pope Lazy Lane Farms Maple Lane Farm Mill Ridge Sales Normandy Farm Poplar Hill Equine Northshore Racing LC Racing Mares Nest Farm Miller Racing Vincente Portaro Leading Edge, Agent William Marlow, Jr. Darrin Miller Northview Stallion Station Postmaster Farm Philip Lebherz Roberto Marquez James M. Miller Nick Nosowenko Potomac Equine Ron Potts Ledgelands Dawn Martin Maurleen Miller N W Management Christian Lee Mrs. Glenn R. Martin Michael J. Miller Oakwood Farm Laurie Pratt Legacy Bloodstock Perry & Denise Martin Mockingbird Farm Oakwood Stables Jason Provenzano Ben Lengacher **Damian Martinez** Ed Moger L. Douglas Oberg **Dwight Pruett** Harold Lerner Marula Park Stud Steve Moger Vernon Obermeier **Public Racing Stables** Robert Marzilli Lee Levinson Montesacro Farm Danielle Obert Pucker Ridge Farm Lee Lewis Barbara Montanve Ingrid Mason Ocala Stud Peter Pugh Lianna Stables Cleber Massey Susan Montanye Ray Odom Vincent Puglisi, Jr. Liebau Farms Mast Thoroughbreds Montese Jeremiah O' Dwyer **Quatrefoil Racing Stables** Jack Liebau, Sr. Charles & Debra Mathias Angela Moore Grandison McLean Offutt **Rachid Brothers** Terri Ligon Mathis Stables **Brian Moore** Offutt-Cole Farm Jake & Shelly Radosevich Kern Lillingston April Mayberry Sabrina Moore Don Ogden Joe Ragsdale Richard Lister Jeanne Mayberry Ron Moguett Robert Oliva Bill & Lyn Rainbow Little Dreams Summer Mayberry Robert Moran Cindy Olson Ram Construction Little Man Farm Pat McBride William Morey One Horse Will Do Corp. Patricia Ramey Marvin Little, Jr. Estate Susan McBride Morgan's Ford Farm Oracle Bloodstock Jackie Ramos Teresa Little Patrick McBurnev Carla Morgan Garrett O'Rourke Bill Rasco Kelly Lively James McCall Sandra Rasmussen Fred Morgheim Dr. Phillip Osborne **Duncan Llovd** Sean McCarthy **Thomas Morley** Other Things R.C. Cline Thoroughbreds LNJ Foxwoods John McClutchy **Stuart Morris** John Oxley Michael Reavis Lochlow Farm Kip McCreery Nena Moss Oxmoor Sales Eugene Recio Locust Hill Farm Tom McCrocklin Mossarosa Alfred Pais Mike Recio Renee Logan Ben McElroy Teresa & David Palmer Mt. Joy Stables Red Gables Stud Logan James Stables McEntee Sales Mulcaster Bloodstock Paramount Sales Red Oak Farm Michael Lombardi James R. McGlinn Mulholland Farm Ronald Harris Parker **Red Wings Enterprises** Dale Shane Long Thomas McGrath **Mulholland Springs** Parkway Farm Reddam Racing Longford Farm James McIngvale Joe Mulholland, Jr. Patricia's Hope Lindy Redding John D. McKee Longitude Farm John P. Mulholland Peachtree Farm **Charles Reed** Jose Lopez Marc McLean Karen Mulholland Pegasus Stud Cynthia Reese Glenn Lostritto Pope McLean, Jr. Joanne Mummert Jay Reese Pelican State Thoroughbreds Nicolas Lotz Pope McLean, Sr. Jose Luis Murillo Oscar Pena Dean & Patti Reeves Kenneth F. Lowe, Jr. Mike Pender Bill Reightler AJ McMahan **Noel Murphy** Christine Lozinak Michael McMahon Patrick Murphy Blaz Perez Keiber Rengifo LRK Stable McMahon of Saratoga Chip Muth PH Thoroughbred Racing Renpher Stables Doug Lunn McMahon & Hill Bloodstock Mystic Acres Farm **Philmor Racing Stable** Randy Rentz, Jr. Katherine Lurie Tim McMurry Thomas Nash Pick View RETOG, Inc. Luskin Park Stud NATO Val McNeely Joe Pickerrell Rhapsody Farm

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Anthony Eric Sparks

Wayne Spalding

Speedway Stables Spendthrift Farm Robert Spiegel Steven Spielman Springland Farm **SRK Sales** Melvin St. Clair, Jr. St. George Sales Archie St. George Ed Stanco David Stejskal Stephen Hope Sales Ed Stevenson Kay Stillman Stipa Racing Stable Norma Lee Stockseth Beryl (Sonny) Stokes, Jr. Stonegate Stables Stonereath Stud Stonestreet Marjorie Strieter Clinton Stuart Stud Iqual Larry Stumpf Sugar Plum Farm Sugarland Thoroughbreds Mary Sullivan Scott Summers Sunny Oak Farm Super Horse, Inc. Jack Swain Thomas Swales IV Chris Swann Gregory Szymski **Barclay Tagg** Ronald Tagliaferro Tall Oaks Farm Norman Tavares Taylor Made Sales Agency **Rick Taylor** T/C Stable **Team Orange Stables Team Valor International** Team Work Racing Corp. **Teed Off Stables** Temple Rushton Terrazas Thoroughbreds Texas Toyco The Acorn The Four Horsemen Racing Stable

Tim Thornton

Agency

Becky Thomas

Sally Thomas

Thomas J. Gallo III Sales

Dan And Karin Thompson James Thompson Patricia Thompson **Tim Thornton** Threave Main Stud Three Chimneys Farm Three C Stables Three Diamonds Farm Don Tiger Time Will Tell Harold & Pamela Tillema **TLC Thoroughbreds** Thomas Todd Tony & Carol Busching Thoroughbreds Top Line Sales Top Yield Bloodstock Jeff Treadway Tri Star Farm Triad Farm Triple T Ranch Michael Trombetta Trueno Stable John Trumbulovic **Brian Turman Paul Tuomey** Two Hands Two Hearts Farm Two Rivers Racing **Upson Downs Farm** Sue Vacek Efren Valencia Roddy Valente Valkyre Stud Nancy Vanier Van Meter-Gentry Sales Richard Vega **Trudy Veinot** Anita Velzquez Harry Veruchi Very Un Stable Walter Vieser II Vinery Sales Vincent Viola, Jr. Manuel Viray Michael Vitello Carolyn Vogel Katharine Voss Vossfeld Bloodstock Waldorf Farm Kathy Wallace Mark Wallace Anne Walsh Brendan Walsh Patrick Waresk John P. Warren

Warrendale Sales Wasabi Ventures Stables Watershed Bloodstock Waterville Lake Stables Weathering Farm Ronald Webb Stephen B. Weissman Living Trust Bayne & Christina Welker **Bruce Wells** West Point Thoroughbreds Craig Wheeler Whisper Hill Farm White Cloud Bloodstock Danny White Robert White Janice Whitham Jane Wiggins Lon Wiggins Andrew Wilhite John Wilkins, Jr. Will Do **Doyle Williams** Kathleen Willier Gary Willis Art Wilson David & Holly Wilson Joan Wilson Winchester Equine Windways Farm Winter Quarter Farm Winticket Farm Bill Witman **Donald Wolf** Woodstock Racing Stable Woodvale Farm Blaine Wright Ed Wright **Daniel Wukich** Kirky Wycoff Roger Wynn **Xpress Thoroughbreds** Jeffrey Yingling Charles Yonker Young Thoroughbreds Steven Young Michael Yovankin Dr. Joel Zamzow **Zayat Stables** Ahmed Zayat Arnold Zetcher Vickie & John Zoelle Zoom and Fish Stable

2018 SALES CALENDAR

Buyers and sellers may support the NTRA's 1/4% Check-off Program at these 2018 NTRA partner sales.*

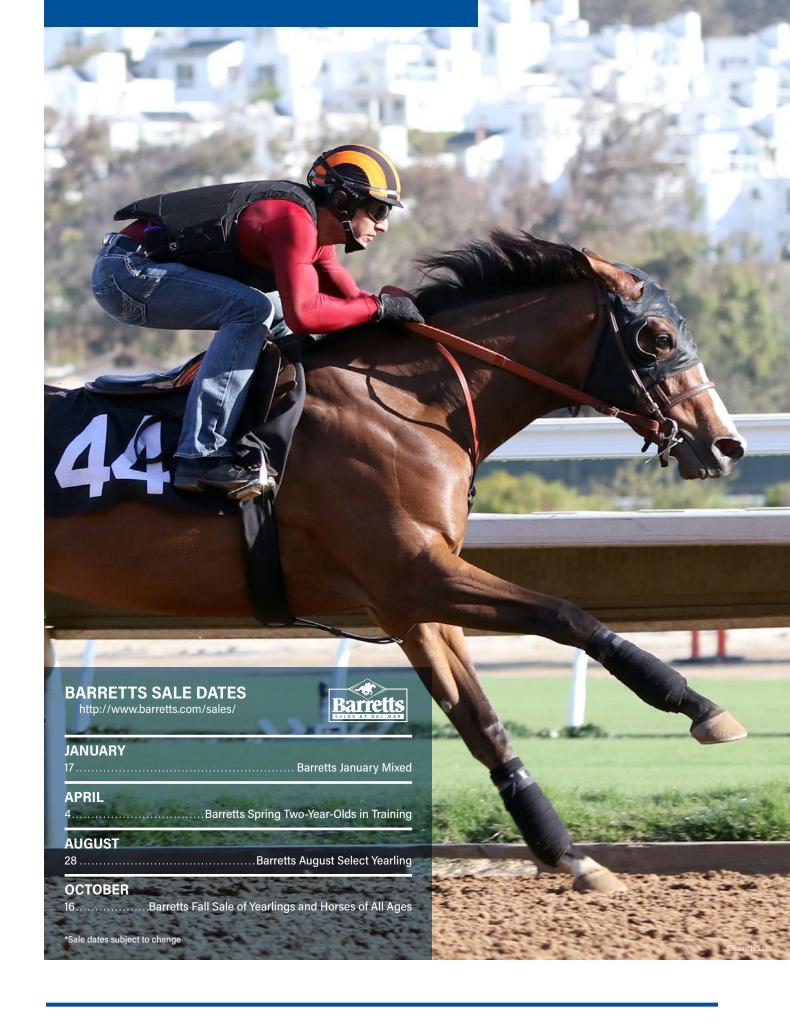
JANUARY	
8-11	Keeneland January Horses of All Ages
	Barretts January Mixed OBS Winter Mixed
FEBRUARY 5-6	Fasig-Tipton Kentucky Winter Mixed
	OBS March Sale of Two-Year-Olds in Training Fasig-Tipton The Gulfstream Sale
	Barretts Spring Two-Year-Olds in Training OBS Spring Sale of Two-Year-Olds in Training
MAY 21-22Fa	asig-Tipton Midlantic Two-Year-Olds in Training
JUNE 13-15 OE	3S June Two-Year-Olds & Horses of Racing Age
	asig-Tipton July Selected Horses of Racing Age Fasig-Tipton The July Sale of Selected Yearlings
11-12 21	Fasig-Tipton The Saratoga Sale Fasig-Tipton New York Bred Yearlings WTBOA Summer Yearling & Mixed Barretts August Select Yearling
SEPTEMBER 11-23.	Keeneland September Yearling
9	Fasig-Tipton Midlantic Fall Yearlings OBS Selected Sale of Yearlings OBS Open Sale of Yearlings Fasig-Tipton The Saratoga Fall Sale tts Fall Sale of Yearlings and Horses of All Ages Fasig-Tipton The October Yearling Sale
	Fasig-Tipton The November Sale Keeneland November Breeding Stock Sale
DECEMBER 4	Fasig-Tipton Midlantic Winter Mixed

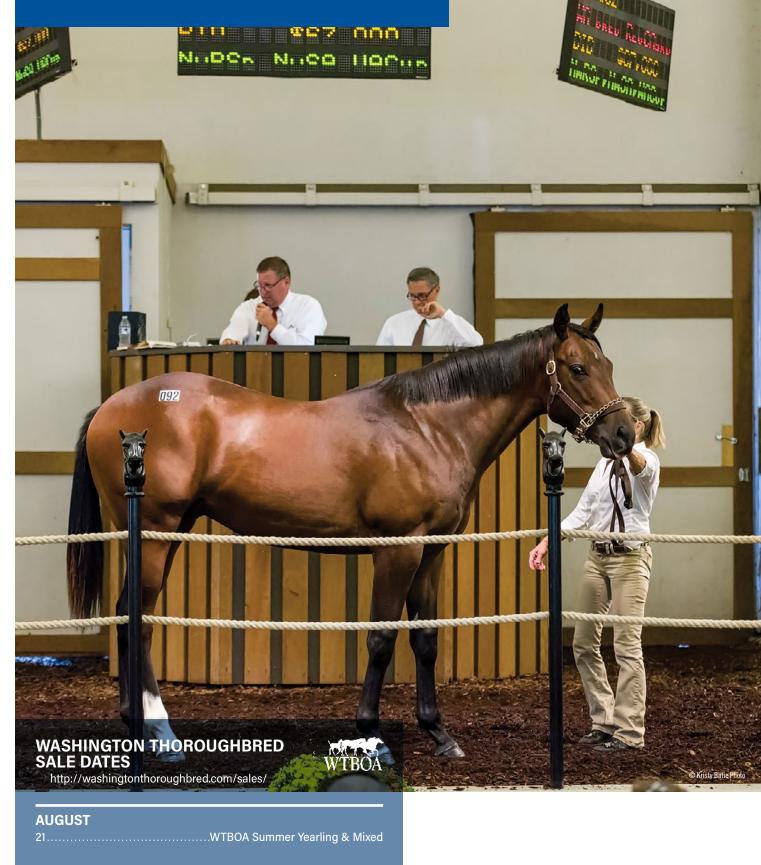
^{*}Sale dates subject to change











*Sale dates subject to change

NTRA VIDEOS PROMOTING THE CHECK-OFF PROGRAM AND LEGISLATIVE ADVOCACY

Click image to play video.





NTRA ADVANTAGE MEMBERSHIP BENEFITS

NTRA Advantage is a for-profit subsidiary of the NTRA that forms partnerships and sells products and services at reduced cost to more than one million members and affiliated members of the NTRA. Advantage partners include John Deere, Sherwin-Williams, Office Depot, Nationwide, Suncast, Red Brand, and more. Major member groups include Breeders' Cup nominators, as well as members of the Thoroughbred Horsemen's Association, Thoroughbred Owners and Breeders Association, and Thoroughbred Owners of California. Affiliate members include the American Quarter Horse Association, Equestrian Canada, United States Equestrian Federation and the United States Trotting Association. Since 2002, NTRA Advantage has saved industry members over \$175 million. Purchases by equine members through the group purchasing programs average over \$50 million annually with annual savings exceeding \$10 million.

Visit www.NTRAadvantage.com or call toll free 866-678-4289 for up-to-date partner information, including special pricing.



The John Deere Equine Association Discount Program offers substantial discounts, and equine members automatically receive a Green Fleet Loyalty Rewards membership, loaded at Platinum Level 2.

- The Full-Time Program Save up to 28% on select equipment
- The Part-Time Program Savings up to \$3,200
- Construction Equipment Save up to 26%

<u>What's Next?</u> It all begins by calling our toll-free number first 866-678-4289, where we will work with you & your local John Deere dealer to make sure you receive the proper savings.



Receive up to 40% discount on Sherwin-Williams paints, in-store products and wall coverings.

What's Next? Call us toll-free at 866-678-4289 to establish an individual account.



Office Depot outfits offices with everything from office and computer supplies to paper and office furniture. From the smallest businesses to multinational corporations, you are eligible for great savings! Members are eligible to receive the Preferred Pricing on products including:

- general office supplies
 custom printing
 special orders
- furniture facility supplies

What's Next? Call us toll-free at 866-678-4289 for a Store Purchasing Card.



As a market leader in high-quality resin, wood, and metal products made in the U.S.A. for over 25 years, we believe in constant change and innovation to make your life and job easier. We supply waste management, storage and outdoor furniture products. Suncast Commercial products are available globally through our partnership with the NTRA.

<u>What's Next?</u> Call us toll-free at 866-678-4289. We will work with you and Suncast Commercial to make sure you receive the proper preferred pricing.



Nationwide is the Official Insurance Provider of the NTRA and provides a full range of insurance products including horse trailers, auto, powersports (motorcycle or RV), homeowners and pet.

What's Next? Call us toll-free at 866-633-5407 or visit www.nationwide.com/NTRA for member discounts.

Nationwide may make a financial contribution to this organization in return for the opportunity to market products and services to its members or customers. Products Underwritten by Nationwide Mutual Insurance Company and Affiliated Companies, Home Office:

Columbus, OH 43215. Nationwide, the Nationwide N and Eagle and Join the Nation are service marks of Nationwide Mutual Insurance Company.



Caring for the safety and security of your horses begins with reliable fencing. Red Brand's Keepsafe V-Mesh Horse Fence and Non-Climb Horse Fence are recognized worldwide by stable managers, breeders, veterinarians and horse owners as the very safest for horses. Save up to \$20 per roll on Red Brand Horse Fence with exclusive NTRA rebates.

<u>What's Next?</u> Call us toll-free at 866-678-4289 or visit redbrand.com/NTRA to obtain your Red Brand NTRA Rebate form.

NTRA'S FEDERAL LEGISLATIVE STRATEGY

The NTRA's government relations team performs a broad array of legislative advocacy services for the horse racing and breeding industry. Working closely with the NTRA membership and Board of Directors, the team determines the industry's governmental priorities and then develops a comprehensive legislative strategy to achieve these priorities. The current strategy includes building relationships with members of Congress and their staffs, educating them on industry issues and concerns and introducing lawmakers and staff to industry members in the field.

The government relations team is in daily contact with The Alpine Group, the NTRA's lobbying arm based in Washington, D.C. The Alpine Group's guidance and expertise are invaluable and help move the horse industry's legislative agenda through Congressional processes. From meetings with Congressional staffers and members of Congress to bill drafting to committee mark-ups, hearing and votes, The Alpine Group provides the expertise essential to effective advocacy.

Another key member of the NTRA government relations team is Davis and Harman partner Thomas A. (Tad) Davis. Davis provides the NTRA membership sophisticated tax advice and advocacy. Whether it is economic incentives to encourage the breeding and sale of horses or the elimination of onerous taxation of pari-mutuel wagering, government policy has an enormous impact on the economics of horse racing. Davis provides the NTRA government relations team with the expertise necessary to achieve progressive federal tax policy.

One essential element of an effective advocacy strategy is fundraising. The NTRA primarily builds financial support through its Legislative Action Campaign's ¼% Check-off Program at major Thoroughbred auctions. Industry members who buy and sell at Keeneland, Fasig-Tipton, Ocala Breeders' Sales Company, Barretts Sales and Washington Thoroughbred Breeders & Owners Association may contribute one quarter of one percent of each horse's sale price to help fund the Campaign.

Industry members also support NTRA fundraising through the Foal Program, a bi-annual direct mail effort targeting owners and breeders who may not buy or sell at auction. Contributions start at \$50 per foal.

Campaign finance also is important to NTRA advocacy. The NTRA government affairs team organizes and participates in fundraisers on behalf of Horse PAC*, the political action committee of the NTRA. Horse PAC* has disbursed more than \$3.7 million to upwards of 300 federal political candidates and leadership PACs over the past 15 years – more than Caesars Entertainment, the NFL and Major League Baseball spent over the comparable period. Click here to read the 2017 Horse PAC* Annual Report.

Another component of the NTRA's government advocacy efforts is the NTRA Safety and Integrity Alliance. Formed in 2008, the Alliance is a standing organization whose purpose is to advocate for the establishment of national uniform standards and practices in the areas of human and equine safety as well as integrity in conduct of horse racing. While the NTRA legislative priorities are federal in scope and application, the Alliance provides guidance at the state level through accreditation of tracks found to be in compliance with the Alliance Code of Standards. The Alliance Code is enforced in large part by regulations issued and enforced by state racing commissions. Alliance certification standards cover six broad areas: injury reporting and prevention; a safer racing and training environment; uniform medication, testing and penalties; jockey safety and health; aftercare and transition of retired racehorses; and wagering security. The Code further sets standards with respect to compliance and enforcement and is amended as new research recommendations warrant.

The horse racing industry is part of a \$50 billion agri-business touching every state. Each year, over \$10 billion is wagered on horse racing nationwide. Governmental regulation and oversight are critical to horse racing's economic development and long term survival. For this reason, the NTRA dedicates significant resources to protecting and promoting horse racing on Capitol Hill.

Starting with a landmark 2000 amendment to the Interstate Horseracing Act that paved the way for online betting on pari-mutuel horse racing, the NTRA has built a significant presence on Capitol Hill. The NTRA has strengthened its presence even as federal lobbying expenditures by all industries have skyrocketed. The chart below shows the tremendous growth in lobbying expenditures across all industries, including the gambling sector in particular.

YEAR	LOBBYING - ALL INDUSTRIES	LOBBYING - GAMBLING INDUSTRY
2000	\$1.56 billion	\$15.34 million
2017	\$3.37 billion	\$32.09 million

NTRA LEGISLATIVE ACTION CAMPAIGN FREQUENTLY ASKED QUESTIONS

What is the Legislative Action Campaign?

The Legislative Action Campaign empowers individual and corporate members of the NTRA to support federal legislative advocacy services for the horse racing and breeding industry.

How is the Legislative Action Campaign funded?

The Legislative Action Campaign raises funds through three programs: the ¼% Check-off Program, the Foal Program and Horseplayers' Coalition membership. For the former, buyers and sellers may support the Campaign by pledging ¼ of one percent of the price of their horses sold at Keeneland, Fasig-Tipton, Ocala Breeders' Sales Company, Barretts Sales and Washington Thoroughbred Breeders and Owners Association. Every \$1,000 in a horse's sale price equates to \$2.50 to the Campaign. Individuals also may pledge contributions through the NTRA Foal Program. Others may support the Campaign by joining the Horseplayers' Coalition, whose objective is to seek legislative and regulatory solutions to tax and business issues that impact pari-mutuel racetracks and their customers.



How do I participate?

Sellers, consignors and designated agents may "pre-commit" their pledge on sales entry forms for the ¼% Check-off. Sellers who miss the deadline for pre-commitments can pledge until the close of sale billing. Buyers may include their contribution when submitting payment or by responding to an NTRA-generated invoice. Owners and breeders may contribute through the Foal Program. The NTRA solicits contributions to this program through a bi-annual direct mail campaign. Horseplayers may contribute when joining the NHC Tour.



How can Federal lobbying help make our industry more competitive?

By securing tax legislation that benefits industry stakeholder groups such as horse owners, breeders, racetracks, advance deposit wagering service providers and horseplayers and by addressing select issues that directly impact the economics of racing, such as taxation, Internet wagering, immigration, and matters that affect farmers, ranchers and other agricultural producers.

How does the NTRA lobby on Capitol Hill?

NTRA fields a government relations team based in Lexington, KY and retains Washington, D.C.-based The Alpine Group to lobby on federal issues specific to pari-mutuel horse racing and breeding. NTRA coordinates with the American Horse Council on legislative advocacy issues that impact all equine breeds and disciplines.



NTRA FUNDRAISING PROGRAMS

joeb@ntra.com

What's the Difference?

LEGISLATIVE ACTION CAMPAIGN POLITICAL ACTION COMMITTEE "Horse PAC" or "NTRA PAC" **Common Names:** "1/4 Percent Check-off Program" Contributions are used to support Federal Contributions are not co-mingled with NTRA **Contribution Uses:** legislative advocacy to benefit the racing and corporate funds and may only be used to support political candidates and parties at the Federal level. breeding industries. \$5,000 per individual, per year. Spouses of There is no limit on the amount that can be individual members may also contribute \$5,000 **Contribution Limits:** contributed. Individuals and corporate entities like each. Contributions from corporations are not partnerships and farms can participate. accepted. Thoroughbred buyers and sellers contribute 1/4% Personal check or credit card (VISA, Discover, of the price of a horse sold at public auction to the MasterCard or American Express), payable to NTRA's Legislative Action Campaign. Horse PAC® and addressed to: Note these alternative ways to contribute: Owners/ Peggy Hendershot **Payment Methods:** breeders and others who do not participate in Horse PAC® auction sales may contribute through the Foal 401 W. Main Street, Suite #222 Program. NHC Tour players may contribute when Lexington, KY 40507 joining. Horse PAC* now accepts online contributions **Deductibility:** Not tax deductible. Not tax deductible. Supporters are automatically eligible to receive Horse PAC supporters are automatically eligible to preferred pricing on products and services from receive preferred pricing on products and services companies like John Deere, Sherwin-Williams, from companies like John Deere, Sherwin-Williams, Added benefits: Office Depot, Nationwide and UPS through NTRA Office Depot, Nationwide and UPS through NTRA Advantage. Visit www.NTRAadvantage.com or call Advantage, Visit www.NTRAadvantage.com or call toll free 866-678-4289 for more information. toll free 866-678-4289 for more information. Participants automatically become NTRA members NTRA members and members of NTRA-affiliated Membership: and may be PAC-eligible (see column to the right). organizations are eligible. Contributors must be U.S. citizens or permanent Citizenship Open to U.S. citizens and foreign nationals. **Requirements:** resident aliens. Joe Bacigalupo Peggy Hendershot **NTRA Contact:** 859-422-2677 859-621-6929

phendershot@ntra.com

INDUSTRY THANK YOU

The NTRA extends its sincere appreciation to the following industry leaders for their generous support of the federal Legislative Action Campaign.







































FOR MORE INFORMATION CONTACT:

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Sr. Director of Government Relations & Membership Development 859-422-2677 www.SupportHorseRacing.org