Thoroughbred Racing Associations
420 Fair Hill Drive • Suite 1 • Elkton, MD 21921
Ph: 410-392-9200 • Fax: 410-398-1366
www.tra-online.com

TO: TRA Action Officers

FROM: Jane Murray, Director of Services

RE: Track Photographer Survey

DATE: October 24, 2008

A request has been made to update and expand on previous Track Photographer surveys. Please complete and return by email (jmurray@tra-online.com) or fax to 410-398-1366. Thank you in advance for your cooperation.

1. **Is your track photographer: an employee _____ <u>or</u> an outside contractor _____**

2. **If he/she is an employee, please answer the following:**

   a. **Annual salary costs to track: _____**

   b. **Other costs to track (equipment, etc.): _____**

   c. **Net annual revenue to track: _____**

3. **If he/she is an outside contractor, please answer the following:**

   a. **Is there any cost to track? Yes _____ No _____**

   b. **Does the track receive revenue as part of the contract in the form of a franchise-type flat fee? Yes _____ No _____ If yes, annual revenue _____**

   c. **Does the track receive revenue as part of the contract in form of a percentage of sales? Yes _____ No _____ If yes, annual revenue _____**

   d. **Does the contractor perform other photo services in addition to win photos (publicity photos, etc.)? Yes _____ No _____ If yes, what type? _____**

   e. **Is there any cost to the track for these services? Yes _____ No _____**

   f. **Does the contractor sell any general horse photos taken at the track other than win photos? Yes _____ No _____**

   g. **If so, does the track receive any revenue from these sales? Yes _____ No _____**

Contact:_____Track:_____

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TO: TRA Action Officers

FROM: Jane Murray, TRA Director of Services

RE: Track Photographer Survey Results

DATE: November 7, 2008

As of today, 27 tracks have responded to this survey. I have attached a spreadsheet with survey results. Summary as follows:

1. The track photographer was an employee/contractor at one track, and an outside contractor at 26 tracks (note: one track answered that their photographer is both an employee and a contractor). No tracks had strictly an employee as their track photographer.

2. The one track that has an employee/contractor as photographer pays annual salary costs of $24,028 and also supplies a computer to this person. The track did not indicate net annual revenue.

3. Of the 27 tracks having outside contractors, 25 indicated that there is no cost to the track for this service. Two tracks did answer yes, with one listing no amount, and the other paying hotel expense for photographer during their short meet.

   25 tracks indicated that they did not receive any monetary revenue in the form of a franchise-type flat fee. Of the two tracks that did receive revenue, one did not list their revenue amount, while the other received $350 per year and noted that the figure was down from $2275 previously.

   20 tracks indicated that they did not receive any monetary revenue in the form of a percentage of sales. Seven tracks did receive percentages/amounts as follows:
   ●12% ●20% ●20% ●$6500/year ●Appx. $15,000/year ●$13,000/year ●$27,000/year

   Only two tracks had a photographer who *did not* perform other photo services in addition to win photos. There were 25 track photographers who supplied other photo services including but not limited to head shots, horse arrivals, press conferences, charity events, presentations, milestones, morning works, group photos, etc.

   Of these 25 tracks, four indicated that there was a cost to the track for these other photo services. There was no fee charged at the other 21 tracks.

   Ten tracks have photographers that do not sell any general horse photos taken at the track other than win photos. 17 photographers do sell general horse photos, and of these, three tracks received monetary revenue from sales, while 14 did not.

Results of October 2008 TRA Track Photographer Survey

Track Class	Employee or Contractor?	Employee Salary	Employee Other Costs	Employee Ann Rev.	Contractor Cost to Track	Revenue to Track: Flat Fee	Revenue to Track: Perc. Fee	Other Photo Services?	Cost to Track For Other Svc.	Sell Gen Photos?	Track Revenue From Gen Photos
B	Contractor	n/a	n/a	n/a	no	no	no	yes	no	no	n/a
A	Contractor	n/a	n/a	n/a	yes	no	no	yes	yes	no	n/a
A	Contractor	n/a	n/a	n/a	no	no	no	no	no	no	n/a
A	Contractor	n/a	n/a	n/a	no	no	yes[1]	yes	no	yes	yes
A	Contractor	n/a	n/a	n/a	no	no	no	yes	no	yes	no
A	Contractor	n/a	n/a	n/a	no	no	no	yes	yes	no	n/a
B	Contractor	n/a	n/a	n/a	no	no	yes	yes	no	yes	no
B	Contractor	n/a	n/a	n/a	no	no	no	yes	no	no	n/a
B	Contractor	n/a	n/a	n/a	no	no	no	yes	no	no	n/a
C	Contractor	n/a	n/a	n/a	no	yes[2]	no	yes	no	yes	no
B	Contractor	n/a	n/a	n/a	no	no	no	yes	no	no	n/a
C	Contractor	n/a	n/a	n/a	no	no	no	yes	no	yes	no
A	Contractor	n/a	n/a	n/a	no	no	no	yes	no	yes	no
C	Contractor	n/a	n/a	n/a	yes[3]	no	no	yes	no	no	n/a
B	Both	$24,028	computer	$0	no	no	no	yes	no	yes	no
A	Contractor	n/a	n/a	n/a	no	no	no	yes	yes	no	n/a
B	Contractor	n/a	n/a	n/a	no	no	no	yes	no	yes	no
A	Contractor	n/a	n/a	n/a	no	yes[4]	no	yes	no	yes	yes
B	Contractor	n/a	n/a	n/a	no	no	yes[5]	yes	no	yes	no
A	Contractor	n/a	n/a	n/a	no	no	no	yes	no	yes	no
C	Contractor	n/a	n/a	n/a	no	no	yes[6]	yes	no	no	n/a
B	Contractor	n/a	n/a	n/a	no	no	yes[7]	yes	yes	yes	no
B	Contractor	n/a	n/a	n/a	no	no	yes[8]	yes	no	yes	no
A	Contractor	n/a	n/a	n/a	no	no	no	yes	no	yes	no
B	Contractor	n/a	n/a	n/a	no	no	yes[9]	yes	no	yes	yes
C	Contractor	n/a	n/a	n/a	no	no	no	no	no	no	n/a
A	Contractor	n/a	n/a	n/a	no	no	no	yes	no	yes	no
Responses = 27	**Contractor = 26** **Employee = 0** **Both = 1**				**Yes = 2** **No = 25**	**Yes = 2** **No = 25**	**Yes = 7** **No = 20**	**Yes = 25** **No = 2**	**Yes = 4** **No = 23**	**Yes = 17** **No =10**	**Yes = 3** **No = 14** **n/a = 10**

[1] approximately $15,000 per year
[2] reduced from $2275 to $350
[3] hotel cost for short meet
[4] did not list amount of revenue
[5] 20%
[6] $6,500 per year
[7] 12%
[8] approximately $27,000 per year
[9] 20% - totalling $13,000 per year

Track Classification Legend:	
A	$20 to $100 million total annual purses
B	$5 to $20 million total annual purses
C	under $5 million total annual purses