

Chairperson Ivan Axelrod called the Finance Committee to order at 3:05 p.m. on Saturday, March 7, 2026. Present were committee members Don Marean, Sal DiMario, Joe Faraldo, Mark Ford, Chris McErlean, Dr. John Mossbarger, Steve O'Toole, Dr. Tim Powers, Dr. Andy Roberts, Jason Settlemoir, Gabe Wand, and President Russell Williams. Staff attendees were Mike Tanner and Ally Ward.

1. Discussion/Questions of 2025 Audited Financial Statements

Ivan Axelrod asked if there were any questions concerning the **2025 Audited Statements** that were included in the packets and presented earlier at the general session. Marilyn Breuer-Bertera asked about the drop in income presented earlier at the General Session. Ally Ward noted revenue was stagnant while expenses increased from 2024 to 2025, thus explaining the drop in income.

2. 2026 Budget

The 2026 budget was reviewed page by page, noting the significant changes that were made since the November 2025 meeting.

Increased revenue forecasted in several areas – Registration and related areas, Internet Advertising, and Automated Data Interface.

Decreased revenue forecasted in other areas – Tracks, Transfers, and Data Royalties.

Reviewed several adjustments in the expense areas to match the services that were being provided. Increased expenses forecasted in several areas – Automated Data Interface, IT Office Rent, Breeders Crown Sponsorship, Lobbying. Significant decrease in Group Insurance expense.

Discussion about leveraging credit card fees as a potential revenue stream to pass the expense to our members. Mike Tanner noted that is a significant expense that the Association absorbs – no current changes planned but something to explore.

Question arose regarding significant increase in salaries expense dating back to 2021; noted change related to economic factors experienced back in 2021 due to the Pandemic.

Discussion surrounding Breeders Crown Sponsorship history – Mike Tanner noted Sponsorships in previous years, but dating back before the years presented in this budget.

Compliment was given to the Broadcast and Promotions Committee, while a suggestion was made to explore increasing the funds included in the budget for that line item to assist in support for national broadcasts. However, no motion was raised at that time.

Mike Tanner spoke about the monthly expenses related to Federal lobbying included in the budget for 2026 and 2027.

Russell Williams noted that based on our funding levels, the USTA could have more seats on the American House Council Board but deemed it not necessary at this time.

Suggestion was made to increase personnel related to IT services, noting the net impact would be positive, even with the added expense. Suggestion noted.

Discussion was made surrounding the enticement of notable drivers to attend the WTC/WDC – Mike Tanner agreed that this would be worthy to explore. Darryl Kaplan from Standardbred Canada offered up his help if the USTA were to need it.

Questions arose surrounding capital items, investment fee pricing structure, and district/annual meetings budget line item – Ally Ward addressed the capital items and noted to provide the investment fee pricing structure after the meeting. Mike Tanner addressed the district/annual meeting line item.

Discussion took place surrounding continued increasing expenses with stagnant revenue, noting the need for exploring other potential revenue streams or potential fee increases in the future.

Motion to approve the budget showing a deficit of \$746,283 was made and passed with one objection.

Broadcast and Promotions line item was brought up again to have further discussion, however, budget was already approved and no motion was made prior to approval.

Meeting adjourned at 3:58pm.