

For Immediate Release

March 30, 2017

FRANK HOPF TALKS MUTUELS AND SIMULCASTING



Tucson, AZ — The Race Track Industry Program was treated to two guest lectures on Wednesday, March 29 by Frank Hopf, the senior director of racing operations for Sam Houston Race Park. Hopf spoke in the RTIP's Race Track Organization, Structure and Financial Management class and The Joe Hirsch Speaker Forum.

A graduate of the University of Montana, Hopf has worked at Sam Houston for almost 15 years. He held titles in sales, simulcasting, and mutuels before assuming his current role as the senior director of racing operations almost two years ago.

In the Race Track Organization, Structure, and Financial Management class, Hopf provided an overview of operations in the simulcasting and mutuels departments.

Among the duties discussed were the importance of scheduling marketing campaigns, the need to understand the laws of other states as well as your own, and the significance of monitoring racing integrity through wagering patterns in the mutuel pools. He also discussed post time coordination, the importance of keeping up with handle reports, and how to determine staffing needs for tellers on any given day.

The Joe Hirsch Speaker Forum offered an opportunity for Hopf to talk about his history at Sam Houston as well as answer any questions from students about Sam Houston and the racing industry in general. Discussion centered around determining post times, Sam Houston's rewards program for VIPs, and the need for Texas to legalize ADWs and alternative gaming for the benefit of the racing industry in the state.

ABOUT THE RACE TRACK INDUSTRY PROGRAM:

The University of Arizona Race Track Industry Program offers a Bachelor's degree program with an emphasis on the pari-mutuel racing industry and hosts the annual Global Symposium on Racing & Gaming held every December in Tucson, Arizona.

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