



From the *EXECUTIVE CORNER*



DOUG BURGE

CTBA PRESIDENT

BREEDERS AND OWNERS SHOW RESILIENCY AT SALE

Against a backdrop of industry headwinds, last month's Northern California Yearling and Horses of Racing Age Sale demonstrated the resilience of the state's horsemen and horsewomen.

The California Thoroughbred Breeders Association sales department brought together buyers and sellers at the Alameda County Fairgrounds in Pleasanton. The sale did its job, as a buyback rate below 10% indicated.

There was bidding on every horse brought through the ring. The pair of toppers brought \$42,000 each. Attendance was strong, the result of comfortable temperatures and the convenience of year-round training now held at the Fairgrounds.

Yes, the catalog was smaller and the average price lower. But the clearance rate was one of the best in the sale's history. In short, horses sold.

That has been the overriding goal of the Northern California sale ever since private auction houses in the north shuttered two decades ago and the CTBA stepped into the void to give breeders and consignors a viable outlet to sell their foals.

With the closure of Golden Gate Fields and the racing landscape ever changing, the CTBA Sales Committee will evaluate the climate to deter-



RON MESAROS

The Northern sale at the Alameda County Fairgrounds had a high clearance rate

mine the direction of the sale going forward, looking for ways to generate more support from breeders, as 100-hip-catalog sales put a financial strain on the association. Success of digital sales in recent years provides another outlet to bring sellers and buyers together while holding down the soaring costs of in-person auctions.

Meanwhile, the CTBA February mixed sale, held annually at Fairplex in Pomona, offers breeders and consignors a two-prong

option. Early yearlings can be sold when there is more immediacy, or just-turned 2-year-olds will be appealing for both racing and pinhooking buyers.

As industry leaders continue to press for additional revenue streams to turbocharge purses and stabilize California racing, the CTBA remains committed to hold sales that serve our member breeders and consignors in a format that makes financial sense for everyone involved. **CTB**