

# **IOWA – A UNIQUE ADW PARTNERSHIP PART II**

***By  
IA HBPA President Leroy Gessman  
&  
IA HBPA Executive Director Jon Moss  
For  
NHBPA 2012 Summer Convention***

# IOWA – A UNIQUE ADW PARTNERSHIP

## PART II

### Part I Review

- IA HBPA & PMRC History
- Horsemen's Groups at PMRC
- Legislative Effort
- Law and Rules

### Selection of ADW White label

- Competitive Pricing
- Atmosphere of a Partnership
- Operation in State Prior to Law

# IOWA – A UNIQUE ADW PARTNERSHIP

## PART II

### Pros and Cons during ADW Process

- Fixed vs. Negotiated SMF
- Knowledge of Additional State Laws
- Harshness of Non-Compliance