Dear Equestricon™ 2017 Exhibitor,

We look forward to your participation in Equestricon's 2017 Horse Racing Convention in Saratoga Springs, New York. We wanted to take this opportunity to inform you that if you intend to make sales of tangible personal property at the Convention, you may be required to register with the New York State Department of Taxation and Finance to collect and remit sales tax. In addition to sales of tangible personal property, certain select services are also subject to sales tax in New York.

You should consult with your attorney to determine whether your business needs to register to collect and remit New York sales tax. Please note that if you determine your business does need to register to collect and remit sales tax, you must register with the New York Department of Taxation at least 20 days before making taxable sales. Upon registration, the Department of Taxation will send you a Certificate of Authority, which must be displayed at your place of business at all times.

Enclosed below is a "Fact Sheet" containing some basic information on New York sales tax, as well as a phone number and web addresses you can visit for further guidance. This "Fact Sheet" is for informational purposes only and is not intended to provide legal advice or as a substitute for the advice of your own attorney.

Again, we are excited you will be participating in our 2017 Convention and look forward to seeing you in August.

Sincerely,

Team Equestricon™

Fact Sheet – New York State Sales Tax

- If your business intends to make sales of tangible personal property at Equestricon's 2017 Horse Racing Convention in Saratoga Springs, you may be required to register with the New York State Department of Taxation and Finance to collect and remit sales tax.

- In addition to sales of tangible personal property, certain select services are also subject to sales tax in New York.

- You should contact your own attorney to determine whether your business needs to register to collect and remit New York sales tax.

- If you determine that your business must register, you must register with the New York Department of Taxation at least 20 days before making taxable sales.

- Upon registration, the Department of Taxation will send you a Certificate of Authority. This certificate must be displayed at your place of business at all times.

- If you will be making taxable sales at Equestricon's Convention, you must display your Certificate of Authority at the place where you intend to make sales.

- The Certificate of Authority gives you the right to collect tax on your taxable sales and to accept most New York State sales tax exemption certificates.

- You can apply for a Certificate of Authority online through "New York Business Express", which is available at https://www.businessexpress.ny.gov/.

- If you have questions, you can also call the New York Sales Tax Information Center at (518) 485-2889 or visit the Department of Taxation's website at https://www.tax.ny.gov/bus/st/register.htm for more information.

- If your business does register with the New York State Department of Taxation and Finance, you will be required to collect and remit both New York State and local sales tax to the Department of Taxation. The sales tax rate is determined by the point of delivery where possession is transferred from the seller to the purchaser. Sales tax rates by jurisdiction are available at https://www.tax.ny.gov/pdf/publications/sales/pub718.pdf.