# OUT IN FRONT OF MOTORSPORTS ENTERTAINMENT







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#### Driven by a Dream

In 1957, "Big" Bill France's innovative vision of a superspeedway capable of hosting the country's most premier auto races began to take shape.





He was able to break ground with the help of investors, and in 1959, that dream became a reality with the opening of Daytona International Speedway. Much has changed since then.

In fiscal 2007, we celebrated the 49th running of The Great American Race, the Daytona 500. For nearly half a century, we have promoted racing on the high banks of Daytona International Speedway. Since the first green flag in 1959, our Company has embarked on a long and successful path of growth to become a leader in motorsports entertainment.

Complementing the vision of Big Bill was the steady hand of his wife, Anne B. France, who ensured the company remained on solid financial footing. Both Big Bill and Anne established the foundation upon which the following generations of the France family would build the great American success story. Beginning with a dream of a single superspeedway in Florida, ISC has evolved into a preeminent leader in motorsports entertainment with 13 major motorsports facilities in key markets across the country. The company also boasts significant breadth of assets to provide fans and corporate partners with a positive experience, and keep them returning year after year.



William C. France, Chairman of the Board Lesa France Kennedy, President James C. France, Chief Executive Officer



### Dear ISC Shareholder,

Fiscal 2006 marked a year of significant accomplishments for International Speedway Corporation ("ISC" or the "Company"). We once again posted record full-year financial results, highlighted by an eight percent growth in revenue.

The record results were driven by double-digit increases in television broadcast rights revenue and corporate spending for our events, providing further evidence that ISC is the partner of choice for corporate sponsors. Also fueling the full year financial results of 2006 was solid consumer demand for our major races.

From an industry perspective, 2006 was another strong year for NASCAR racing and we believe the stage is set for continued future success. While television results for the NASCAR NEXTEL Cup and Busch series experienced some softness, it is important to note that 2006 television results for the NEXTEL Cup are comparable to 2004, and the Busch Series posted a 13 percent increase over 2004. The sport remains a very strong television property and is well positioned to reach new heights in the coming years. Moreover, several new developments expected to occur in 2007 will further propel fan and media awareness, including new television partners such as ABC/ESPN, the entry of Toyota into the NEXTEL Cup and Busch series, the introduction of the Car of Tomorrow, the return of top tier NASCAR racing to Canada, and an expanded field for the Chase for the NASCAR NEXTEL Cup to twelve drivers. We remain very bullish for the future of NASCAR racing in North America.

The 2006 race season kicked off with a highly successful Speedweeks, featuring the earliest sell-out for the Daytona 500 in several years. Richmond International Raceway continued its long track-record of NEXTEL Cup sell-outs, demonstrating the broad popularity of that facility. Other significant highlights for the year included the earliest sell-out in Darlington Raceway's history, which is even more compelling given the addition of 3,000 grandstand seats for the 2006 race weekend. In addition, Talladega Superspeedway hosted a thrilling inaugural NASCAR Craftsman Truck race on its newly-paved racing surface, and recorded 63 lead changes among 23 drivers before a near-capacity crowd for the NEXTEL Cup UAW-Ford 500. Finally, the NEXTEL Cup Ford 400 at Homestead-Miami Speedway sold out nearly five months in advance. More than 4,000 temporary seats were added to the facility to help meet demand, and this additional capacity was also sold. We expect the solid momentum in consumer demand to continue into 2007.

In certain markets in 2006, however, regional economic conditions and weather impacted short-term results. For example, economic weakness in Michigan affected Michigan International Speedway's events. In addition, challenging weather trends in recent years impacted Daytona International Speedway's summer NEXTEL Cup event weekend in 2006. We are addressing these issues through more aggressive consumer marketing to new and former customers, expanding our marketing reach to a broader footprint, and continuing to improve the fan experience at these facilities.

ISC continued to successfully grow its corporate sponsorship and hospitality revenue in 2006. The Company capitalized on major multi-year partnerships with well known brands such as Anheuser-Busch, Bank of America and Crown Royal, to name a few. Industry research shows that the average NASCAR fan is three times more likely to purchase or try sponsors' goods and services than a non-fan. Even more compelling, race-attending NASCAR fans are twice as likely as average fans to purchase or try sponsors' goods and services. Our nationwide portfolio of premier facilities, hosting events in nearly every month of the racing season, provides sponsors with year-long visibility and access to the "sweet spot" of the NASCAR fan base. In addition, we incorporate our integrated media properties, such as MRN Radio, NEXTEL Vision, ISC Publications and RacingOne.com/RacingUno.com, to allow our partners to effectively reach consumers with targeted marketing communications.

During 2006, we continued to position the company for future growth by capitalizing on several external opportunities. First, ISC announced its initial entry into the international market by partnering with Groupe Motorisé International to host and promote an event weekend in Montreal, Quebec, beginning in 2007. The weekend will feature exciting on-track competition from the NASCAR Busch Series and Grand-Am Rolex Sports Car Series presented by Crown Royal Special Reserve. Montreal has a long and rich racing tradition and is a key market for major motorsports. We are very excited to partner with such a proven operator as GMI, who also successfully promotes the Canadian Formula One event, and look forward to a long and fruitful relationship.

Later in 2006, we announced an agreement to acquire an additional 37.5 percent of Raceway Associates LLC, owner and operator of Chicagoland Speedway and Route 66 Raceway, from Indianapolis Motor Speedway Corp. ISC also initiated its call rights to acquire the remaining minority stake and take full ownership of both facilities. Chicagoland Speedway is a highly attractive asset and will effectively complement our portfolio of premier motorsports facilities. We expect to build upon the prior successes of the facility to enhance the fan experience through prudent investments, and drive incremental value by leveraging our corporate relationships.

The Company continued to make progress on its development efforts in Washington state in fiscal 2006. ISC representatives met with local and state elected





officials, and generated significant grassroots support for the proposed motorsports and multi-use recreational facility in Kitsap County. Most recently, Washington State Lt. Governor Brad Owen, a strong supporter of the project, requested legislation that was introduced into the 2007 session. We look forward to successfully proceeding through the hearings and receiving approval later this year.

In addition to our efforts in the Pacific Northwest, we recently announced our intention to evaluate the possibility of a public-private partnership to develop a motorsports entertainment facility in the Denver metropolitan area. As a top-20 media market and home to a significant number of fans, we view the greater Denver region as a logical location for the sport to expand, and we look forward to working closely with the local communities over the coming months.

In New York, while we are disappointed that we could not proceed with our speedway development effort on Staten Island, we remain committed to developing a speedway in the metropolitan New York area. We believe a premier facility in the nation's number one media market, as well as NASCAR's second largest television viewing market, is a significant long-term opportunity for the Company. Therefore, we will continue our efforts to identify a suitable location for a future development in the region. Concurrently, we expect to continue to conduct fill work on our 676 acres on Staten Island, as we explore the best alternative strategy for the acreage including selling a portion or all of the property, or potentially developing the acreage with a third party.

Looking ahead, ISC remains well positioned to leverage its core assets to help drive the future success of major motorsports. We have implemented strategic consumer and corporate marketing initiatives to generate long-term revenue growth. In addition, we will continue our strategy of prudent capital investments in our existing facilities to further enhance the guest experience and generate incremental revenue for the Company. For fiscal 2007, we have announced significant club and seat additions at Richmond, and seat enhancements and new specialty vehicle parking areas at Michigan International Speedway.

Lastly, we will continue to explore external growth opportunities that complement our business and help drive additional shareholder value. In addition to our external development efforts, we look forward to a successful coming year with Motorsports Authentics, our licensing and merchandising joint venture with Speedway Motorsports. We expect the joint venture to become profitable in 2007 and positively contribute to our full year results.

From an industry perspective, in addition to the entry of Toyota into NEXTEL Cup and Busch racing and introduction of NASCAR's Car of Tomorrow, the 2007 race season marks the beginning of NASCAR's eight year domestic broadcast rights agreement with FOX, ABC/ESPN and TNT. These significant \$4.5 billion relationships represent a 40 percent increase in the average annual rights fees, providing long-term revenue and cash flow visibility. More importantly, 2007 marks the return of ABC/ESPN to NASCAR racing. ESPN helped propel the sport into the mainstream throughout the 1980s and 1990s, and we believe its return will further establish the sport as an American phenomenon.

We anticipate another strong year for ISC as we continue to execute our proven business plan to enhance long-term shareholder value.

#### Thank you for your continued support and we'll see you at the races!

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## **Strong Industry Momentum**

2006 was a successful year from an industry perspective and the sport's momentum remains strong. Looking ahead to 2007, several upcoming developments are expected to help further raise NASCAR racing's profile to fans and media.

2007 marks the beginning of NASCAR's new combined eight-year domestic television broadcast rights agreements with FOX, TNT, and ABC/ESPN. These important \$4.5 billion agreements will further establish NASCAR racing in the American sports mainstream. From a track operator perspective, the new agreement provides significant cash flow visibility and represents a 40 percent increase over the average annual rights fee of the prior agreements. At the industry level, the new agreements will help further drive the sport's popularity and expand its reach to new fans across the country.







FOX and TNT have been strong supporters of NASCAR racing since 2001, and both have played a major role in the sports' meteoric climb in popularity. We expect to see ongoing broadcast innovation in their coverage as they continue to air NASCAR racing events.

Even more notable for 2007 is the return of ESPN to the sport, which it helped build throughout the 1980s and 1990s. Toward the close of the 2006 season, there was a marked increase in coverage of NASCAR racing on ESPN, including special, racing-themed programming. It is expected that, as the network has done with the NFL and other major sports, ESPN will support its role through increased racing-themed programming throughout the week and broader coverage in its weekly news programming. In addition, ESPN2 will broadcast substantially all of the NASCAR Busch Series, providing that growing series with the continuity and promotional support that will allow it to flourish.

Other significant developments include NASCAR's introduction of the Car of Tomorrow at 16 NASCAR NEXTEL Cup Series events beginning in 2007, as well as the return of top tier NASCAR racing to Canada.

The Car of Tomorrow is designed to provide the most technologically advanced safety enhancements for competitors. Driver safety is in the forefront of NASCAR's initiatives, and the Car of Tomorrow is the culmination of years of research. In addition, the Car of Tomorrow is designed to enhance competition by enabling more passing and side-by-side racing. Also, the new vehicles are designed in a manner that will ultimately result in cost efficiencies for race teams, allowing more teams to effectively compete at the highest level of motorsports.







Daytona International Speedway is the home of "The Great American Race"—the Daytona 500—NASCAR's biggest, richest and most prestigious race in America and NASCAR's Pepsi 400—the Mid-Summer Spectacular under the lights. Daytona boasts the most diverse schedule of racing on the globe—from stock cars, sports cars, go karts and motorcycles—earning it the title of "World Center of Racing." The 2007 staging of the NASCAR Busch Series in Montreal marks the return of top division NASCAR competition to Canada. This is an important part of NASCAR's initiative to grow awareness throughout North America and further integrates NASCAR into the Canadian motorsports landscape.

Lastly, several new entries into the sport will surely have an immediate positive impact on its profile. First, Toyota will make its debut in the NASCAR NEXTEL Cup and Busch series in 2007. Toyota Racing Development has a long history of successfully competing among the world's top tiers of motorsports, having recently completed its third year competing in the NASCAR Craftsman Truck Series by collecting 12 wins, 15 pole positions and the series









championship with Todd Bodine. Toyota will bring that expertise and track-record to the most popular form of motorsports in the U.S. Toyota has aligned itself with some popular drivers and teams in the NEXTEL Cup and Busch series, and will support its role through significant promotion and advertising, further raising awareness among fans and media. In addition, several well-known drivers from other major racing series will now compete at the highest level of stock car racing, including Formula One star and former Indy 500 Champion Juan Pablo Montoya and former open wheel star A.J. Almendinger. These drivers have a significant fan following, and their progress will be closely watched over the coming year.



Located just 45 miles east of downtown Los Angeles, California Speedway hosts two NASCAR NEXTEL Cup events annually and offers the ultimate fan experience with the new, multi-million dollar Opportunity, California FanZone featuring the Apex restaurant by Wolfgang Puck, the Impulse retail store, an entertainment stage and the Motorola Town Center.





#### **Continued Strength in Corporate Marketing**

Corporate sponsorship and hospitality are expected to be among our fastest growing revenue streams over the next few years. We intend to continue maximizing these revenues by leveraging our assets, facilities, media properties, business operations and intellectual property to further drive corporate sales.

Corporate sponsorship and hospitality revenues achieved a double-digit increase in 2006, driven by major multi-year partnerships with such well known names as Anheuser-Busch, Bank of America, Crown Royal, Elizabeth Arden and Tissot.

ISC has become the partner of choice for corporate sponsors looking to enter or further capitalize on the business-building opportunities and properties in the motorsports industry. We deliver premier facilities and events all year long, from the season-opening Daytona 500 to season finale Ford 400 at Homestead-Miami Speedway. We host more than half of the NASCAR NEXTEL Cup schedule, including five of the ten races in the NEXTEL Cup Chase for the Championship. ISC also boasts a nationwide reach, providing partners







with access to 13 major facilities across the country, including five of the top 11 media markets. In fact, 80 percent of the U.S. population resides within a 400-mile radius of our facilities.

In addition to events and facilities, ISC possesses significant breadth of assets including various media assets, intellectual property and operational support services to deliver a full suite of turn-key solutions for fully-integrated media and marketing platforms. We help our partners effectively reach potential consumers and generate tangible returns on their investment. Also, our assets afford us the flexibility to tailor sponsorship programs for any size company, from regional businesses to Fortune 500 corporations.

For 2007 and beyond, we will continue to grow

sponsorship and hospitality revenue by providing customized marketing platforms designed to meet the objectives of our individual marketing partners. Official status relationships will remain as an area of significant growth in the coming years. In 2006, approximately 50 percent of our total gross sponsorship revenue was driven from multi-year official status agreements, and this is expected to continue growing as businesses look to establish a broader presence in the industry. In addition, we will continue to identify and leverage marketing opportunities across our physical assets, including newly renovated or constructed amenities, to provide innovative and unique marketing platforms, such as the Opportunity, California FanZone at California Speedway and the NEXTEL FanZone at Daytona.









In six short years of existence, this state-of-the-art facility is already home to some of the most exciting moments in motorsports history. Chicagoland Speedway continues to transform into a place where the energy is powerful and the power is unforgettable—fueling the ride of a lifetime. In addition to identifying new areas for promotion, we place significant resources in working closely with our existing partners. Our partnership management group is a leader in the industry. They not only provide the critical account support necessary to maintain good client relationships, but they also provide significant strategic value by identifying potential opportunities for more effective promotion to better meet our clients' objectives. Partnership management representatives are integral members of our partners' marketing teams, and we will continue to build upon their success.

As mentioned earlier, ISC possesses significant media properties including MRN Radio, ISC Publications, NEXTEL Vision, RacingOne.com/RacingUno.com and others. Collectively, these properties can be incorporated into sponsor relationships to provide targeted advertising and marketing communications leading up to and during an event. Sponsors can leverage these assets to complement their position through production services, media activation and promotion. Over the past few years, we have taken







Auto Club





a more integrated solutions approach to consolidate and continue to build our media channels and syndication of content to further expand the sport's reach, while building various ISC brands and those of our partners.

Corporate sponsors view ISC as an efficient and effective marketing tool for their business. Boasting the largest base of corporate marketing partners in the sport, we also facilitate business to business and cross promotional opportunities between partners to maximize the reach and efficiency of their programs.





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Having sold out 30 (and counting) consecutive NASCAR NEXTEL Cup Series races, Richmond International Raceway—America's Premier Short Track—is perhaps the most universally loved track among fans, drivers, team owners and the media. Richmond is the only track to hold all of its major events "under the lights."



#### **Innovative Consumer Marketing**

Race fans are the foundation of our business. Consumer demand remained strong during fiscal 2006, beginning with the earliest sell-out of the Daytona 500 in several years and ending with a five-month advanced sell-out for the Ford 400 NASCAR NEXTEL Cup Series finale at Homestead-Miami Speedway.

We expect this momentum to continue into fiscal 2007 and beyond, as the sport enters new markets and attracts additional fans.

As the fan base continues to grow, its needs and expectations become more diversified. Therefore, we continually invest capital and resources to meet these changing expectations. We want guests to have a positive and memorable experience from the moment they purchase their ticket to the time they return home. Doing so will increase renewals, help drive advanced sales and increase attendance-related revenue for our non-sold-out events. As such, we have implemented innovative and integrated consumer marketing strategies that span several results-oriented initiatives. First, we are employing traditional brand management techniques across all our speedway properties and businesses. Each of our facilities is unique geographically as well as in the style of racing, its placement on the race schedule, and whether it is a night or day race. They deliver a one-of-a-kind experience for guests and competitors,





and we expect to leverage that uniqueness to build a connection with fans and further drive consumer demand. In addition, we will continue to incorporate our collective media properties to help further establish a sense of community within our fan base. These media channels and their content provide consumers with easily accessible, up-to-date facility and event information as well as the latest news and developments in the sport.



Over the last several years, we have made significant investments in proprietary technology designed to improve consumer communication and interaction, and enhance the sales process. These investments have generated solid results. For example, our contact center and internet ticket sales account for nearly half of all ticket sales for 2006, compared to only 25 percent in 2003, the first year the call center was placed in service. In addition, during the past year we implemented new technologies, including speech recognition capabilities and targeted outbound calling featuring the voice of popular drivers, which have resulted in up- and cross-sell opportunities. Looking ahead, we will continue to maximize the utilization of our existing assets and technology, while continuing to solicit consumer feedback and conduct market research to further understand and meet the needs of fans.





Since 1969, Talladega Superspeedway has set the standard among race fans as the destination that delivers entertainment value rivaled by none, on and off the track. Thousands of loyal fans return each year to witness the most competitive racing on the NASCAR circuit.



In addition, multi-cultural marketing initiatives are critical for us to gain a greater share of the rapidly growing segments of our fan base. ISC facilities are located in or near key markets such as Los Angeles, Miami, Phoenix, Chicago and Washington, D.C., and we have initiated programs to reach out to diverse race fans in these communities. Our efforts complement NASCAR's Drive for Diversity initiatives, helping bring the sport of NASCAR racing to a broader audience and to ultimately have its fan base more closely resemble the overall U.S. population.

We also continue to leverage cross-promotional programs and opportunities with our marketing partners to reach consumers through non-traditional channels. In 2006, we partnered with UPS for a ticket promotion to five ISC facilities, which was sent to their employee base of more than 340,000 people. Over the coming year we will partner with such well-known brands as AAA, Checkers/Rally's, and Pepsi for promotional programs designed to reach a broader universe of consumers and build event awareness.

Ongoing investment of capital into our existing facilities to enhance fan amenities is critical to meeting the needs of our guests, and also generates incremental revenue growth. Projects for 2006 included renovated suites and seats at Phoenix International Raceway, with a very successful high-end club that caters to fans desiring a more exclusive and premium race experience. We also redesigned the midway area at California Speedway, called Opportunity, California FanZone, which includes a high-end bistro, Apex by Wolfgang Puck. Fan response was overwhelmingly positive, as guests enjoyed the celebrity chef's signature cuisine. Lastly, we constructed additional grandstand seating at Darlington Raceway, including better sight lines and more comfortable seats. The facility posted its earliest sell-out in history including the increased capacity.







For the coming year, we are building a new grandstand and club seat section at Richmond International Raceway that will result in a net addition of nearly 5,000 seats. Construction is also currently underway at Michigan International Speedway to improve seating and add a new specialty vehicle parking area near pit road, and at California Speedway to improve sight lines of the back stretch for race fans.

In addition to facility upgrades, we continue to improve the experience for fans departing our events.



We have partnered with Gameday Management, a national transportation specialist, and with local transportation officials to improve ingress and egress at a number of our facilities around the country. In 2006, travel time for fans exiting our NASCAR NEXTEL Cup event in Michigan decreased nearly 30 percent from the facility's June event. In addition, at California Speedway's SONY HD 500, post-race traffic cleared and returned to normal in just slightly over two hours, significantly quicker than prior events. We continue to work more closely with our local communities and external resources to explore additional opportunities to enhance the fan experience.

The spectacle of an event at Michigan International Speedway creates indelible images and memories that will last a lifetime. Located in the automotive manufacturing capital of the world, Michigan embodies America's love for cars, speed, and competition.







The NASCAR NEXTEL Cup Series will enter its 20th year of navigating the tricky backstretch dogleg of Phoenix

> International Raceway in 2007. Since 1988, drivers have called the one-mile oval in the desert a great track for the challenge it presents to all cars that take the green flag.



#### **Expanding the Fan Base**

New market penetration further expands the sport's following and creates opportunities for future growth.

In 2006, ISC entered into a limited partnership with Groupe Motorisé International to market and host certain events at the Circuit Gilles Villeneuve in Montreal, Quebec, beginning in 2007. The race weekend is scheduled for early August 2007 and includes the NASCAR Busch Series and the Grand-Am Rolex Sports Car Series Presented by Crown Royal. With nearly six million adult NASCAR fans throughout Canada, this opportunity complements our strategy of positioning our events in key markets. In addition, we are very proud to have partnered with such an experienced promoter as GMI. They have successfully hosted many racing events over the years, and have owned the exclusive promotion rights to the Formula One Canadian Grand Prix since 1996.

In February 2007, ISC closed on the purchase of Raceway Associates LLC, owner and operator of Chicagoland Speedway and Route 66 Raceway, by purchasing an additional 37.5 percent interest from Indianapolis Motor Speedway Corp. and exercising its option to call the minority partners' 25 percent share. Located in the nation's third largest media market, Chicagoland Speedway will make a significant immediate and long-term contribution to our portfolio. We believe there are potential opportunities for increased revenue through the addition of enhanced fan amenities, club seating, fan zones, and other unique experiences. Also, as has occurred with other facilities, we will leverage our relationships with corporate partners to drive incremental value to that facility.

Our development efforts continue to make progress in the state of Washington. During the past year we have conducted outreach to build awareness and generate support both at the state and local levels. These efforts have generated significant results as over 350 local business and 50 community organizations have endorsed the project. In addition, we boast a database of over 35,000 resident supporters in favor





of a motorsports and multi-use recreational facility in Kitsap County, Washington. The necessary legislation to create the financing vehicle has been introduced into the state legislature as a request bill from Lt. Governor Brad Owen. We look forward to successfully completing the legislative process with an eye toward racing in 2011.

In addition, we are evaluating two separate sites for the development of a motorsports entertainment facility near Denver International Airport. Many racing fans live in metropolitan Denver, and its media market rank of 18th largest in the country makes it attractive to potential corporate partners. Similar to our effort in the Pacific Northwest, we believe a public-private partnership will result in a win-win for all involved, and look forward to further discussion with the various local communities concerning this important opportunity during the coming year.

We continue our search for a potential speedway development site in the metropolitan New York City area. While we were disappointed we could not proceed with the Staten Island location, we continue to believe that a premier motorsports facility in the nation's top media market is an important strategic and operational opportunity for ISC.

Fill work on the 676 acres the Company owns on Staten Island will continue through 2008 and we have begun to research and develop market demand studies to assist in our evaluation of various alternative strategies. These alternatives include selling the property in whole or in parts, or potentially developing the property with a third party for a non-speedway use. As the property is the largest tract of undeveloped acreage in the five boroughs of New York City, we believe the property will be attractive to a number of developers and users in the market.

Located in the heartland of the country, Kansas Speedway has become a fan favorite for outstanding competition and a fan-friendly atmosphere. On a NASCAR NEXTEL Cup Series weekend, Kansas Speedway is the fourth largest city in the state of Kansas.



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With its friendly staff and South Florida's sunny weather, Homestead-Miami Speedway is the perfect destination for fast-paced fun.



Excitement begins at Homestead-Miami each year with the first race of the IndyCar Series season and culminates with the season finales for all three national NASCAR series.



#### **Growth of Ancillary Businesses**

We continue to leverage our core expertise and significant assets to capitalize on additional growth opportunities for the Company.

Several ISC subsidiaries were primarily established to enhance the fan experience during racing events. However, as these business units have evolved and grown, so have the potential opportunities to drive additional revenue and earnings growth for ISC. In addition, the Company possesses significant assets, which can be leveraged to drive additional value for shareholders and contribute to our overall success.

MRN Radio had another successful year in 2006. The country's largest independent sports radio network continued to expand its presence and bring motorsports to new fans throughout the country. As part of its agreement to become the Official Satellite Radio of NASCAR beginning in 2007, Sirius Satellite Radio has partnered with MRN Radio for race content and production services. In addition, MRN Radio signed a major five year agreement with ESPN Deportes Radio







for the production of certain programming beginning in the 2007 race season. This groundbreaking partnership complements our multi-cultural marketing initiatives by expanding NASCAR racing's reach into the U.S. Hispanic community.

Americrown, our catering, concessions and merchandising subsidiary, continues to contribute to the overall success of the Company. This was particularly true in 2006 as a result of Americrown's initiatives to streamline operations, thereby increasing revenues and lowering costs. The subsidiary will continue to explore opportunities to leverage its existing assets to drive revenue and profitability. Americrown remains focused on providing fans with the highest quality products,



both in concessions and merchandise, in a fan-friendly shopping environment. In addition, Americrown is committed to providing top-notch quality catering service and offering a flexible and high-end line of cuisine options for our club level and luxury suite guests. The overall fan experience is paramount to our success, and Americrown is a key contributor to that goal.

Martinsville Speedway celebrates its 60th anniversary this season, but the years haven't slowed the track that brings new meaning to "contact sports." It remains one of the toughest tracks for drivers to navigate, making it a fan favorite year after year.



2006 marked an important first year for Motorsports Authentics, our 50/50 joint venture with Speedway Motorsports, as the company made significant progress in its strategy to create an environment that drives future profitability. Moving forward, Motorsports Authentics plans to further improve and expand distribution channels and enhance its product offering, including more differentiated lines of merchandise to increase consumer appeal. We believe significant opportunities exist in licensed merchandise and apparel sales for NASCAR racing, and expect Motorsports Authentics to be a long-term contributor to ISC's bottom line.











Finally, we continue to evaluate opportunities to maximize the value of our significant land assets. In Daytona Beach, we are pursuing a potential mixeduse development on the approximately 71 acres we currently own across from Daytona International Speedway. In addition to replacing our corporate headquarters, we believe an entertainment and destination-style development will successfully complement the speedway and offer visitors a unique and exciting experience unlike any in the area. We will also continue to acquire land in and around our facilities to capitalize on future capital projects such as facility expansion or amenity enhancements.



Watkins Glen International, considered 'The Soul of American Road Racing', is a permanent road course that hosted the United States Grand Prix from 1961-1980 and for the 21st year continues to host the NASCAR NEXTEL Cup Series each August.







2007 will mark NASCAR's 58th consecutive year of competition at the legendary Darlington Raceway, best-known for her unique configuration. A lastminute change during the construction process resulted in a track that is egg-shaped rather than oval, eventually giving birth to her famous nickname—the track "Too Tough To Tame."



### **Poised for Successful Future**

ISC's outstanding track record of growth has resulted from successful execution of our sound business plan, which was built upon strong fundamentals and financial acumen.

Looking toward the future, we will continue to build upon those same principles to maximize revenue from our existing businesses, while leveraging our expertise to identify additional growth opportunities.

We continue to be bullish on the future of major motorsports in North America, particularly NASCAR racing, and we are uniquely positioned to help the industry move forward and capitalize on its continued success. The Company continues to have a strong financial position and enjoys significant visibility of its future operating results. We will continue to evaluate our capital allocation strategy and, as appropriate, return capital to shareholders. Combined with the successful execution of our sound business plan, we believe this strategy reflects a balanced approach that will enhance shareholder value and further position the Company for long-term success.

Seattle
External Expansion Opportunities
New York City
Denver