



# Metropolitan Racing Policy

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**Greyhound Racing NSW**

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## 1. Commencement Date

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This policy comes into effect on 1 July 2008

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## 2. Purpose

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The Greyhound Racing Act 2002 confers on GRNSW the function of initiating, developing and implementing policies considered conducive to the promotion, strategic development and welfare of the greyhound racing industry in NSW.

GRNSW is committed to the development of a vibrant metropolitan racing sector that is considered to be the premier metropolitan greyhound racing arena in Australia.

The purpose of this policy is to clearly outline the policy of GRNSW for the conduct of metropolitan greyhound racing in NSW.

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## 3. Background

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Metropolitan greyhound racing in NSW has traditionally been conducted by two entities, the NSW National Coursing Association Limited (NCA) and the NSW Greyhound Breeders, Owners and Trainers Association Limited (GBOTA). Each club conducts 52 race meetings per year.

Whilst the NCA has conducted race meetings at Wentworth Park continuously since 1939, the GBOTA moved its meetings from Harold Park to Wentworth Park in 1987.

All NSW metropolitan race meetings have been conducted at Wentworth Park since that time.

The Wentworth Park Sporting Complex Trust is responsible for the care, control and management of the Wentworth Park Sporting Complex. The Trust provides the NCA and GBOTA with use of the greyhound track and certain areas of the complex under the terms of a licence agreement. The current licence agreement expires in 2027.

Both clubs have made consecutive losses over several years, both as a consolidated entity and from Wentworth Park operations when regard is had to the administration costs incurred by both clubs with respect to the conduct of metropolitan racing.

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## 4. Policy Statement

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The position of GRNSW is that there should be a single metropolitan race club conducting race meetings as principal preferably incorporating the greyhound related functions of the Wentworth Park Sporting Complex Trust.

GRNSW will not continue to plan for a future that includes more than one metropolitan race club and will not continue to provide funding to subsidise the administration costs of more than one metropolitan race club beyond 2008.

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## 5. Rationale

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The rationale of GRNSW for a single metropolitan race club is on the basis of the following:

1. Greater efficiency is achieved through lower administration costs that can result from rationalization in the metropolitan area.
2. Dedicated focus on metropolitan racing activity can be achieved, including potential revenue growth together with a seamless customer experience.
3. The unsustainable trading performance of NSW metropolitan greyhound racing can be addressed by a single metropolitan race club.
4. Potential for improved asset management.
5. Unified approach when dealing with external entities.
6. Facilitates the further development of NSW metropolitan racing.

A single metropolitan race club will serve to optimise the level of financial return obtainable for the industry and its key stakeholders.

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## 6. Conditions

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The support of GRNSW to a single metropolitan club continuing to hold an exclusive licence to conduct a minimum of 104 metropolitan race meetings per year, including Saturday nights unless otherwise agreed with the single metropolitan race club, and receive funding for same is qualified by the following conditions:

### *Administration Expenses*

1. The base year administration costs of the single metropolitan race club are to be determined by the single metropolitan race club in conjunction with GRNSW with reference to financial analysis and business plans prepared by the single metropolitan race club, forecasts of future revenues of the single metropolitan race club (excluding Distributions from GRNSW) and any other inputs agreed by the single metropolitan race club and GRNSW.
2. The single metropolitan race club and GRNSW will agree an amount of GRNSW Distributions that are to be allocated to the single metropolitan race club to subsidise the administration expenses of the single metropolitan race club in the base year (the **Administration Allowance**).

3. The Administration Allowance will be increased on 1 July each year by the movement of the All Groups Consumer Price Index for Sydney unless determined otherwise by the Board of GRNSW after consultation with the single metropolitan race club.
4. In the base year, no more than 25% of the GRNSW Distributions allocated to the metropolitan sector will be paid as an Administration Allowance to the single metropolitan race club.
5. The single metropolitan race club and GRNSW will meet annually to review the administration and operating costs associated with the conduct of metropolitan greyhound racing including the venue operating costs that are outside of the control of the single metropolitan race club.

#### *Prizemoney & Race Programming*

1. GRNSW will determine the amount of GRNSW Distributions to be allocated towards prizemoney for metropolitan racing annually having due regard to its strategic priorities and its commitment to the development of a vibrant metropolitan racing sector that is considered to be the premier greyhound racing arena in Australia.
2. GRNSW will determine, after consultation with the single metropolitan race club, the minimum prizemoney levels for all races conducted at a metropolitan race meeting and will provide GRNSW Distributions to the single metropolitan race club to meet this level of prizemoney.
3. The single metropolitan race club will supplement the GRNSW Distributions applied to prizemoney in the metropolitan sector by an amount that is no less than 20% of the previous financial year's net profit, if any, from the conduct of metropolitan greyhound racing.
4. Race programmes for all metropolitan race meetings shall be determined at least three months in advance by the single metropolitan race club and will be subject to the approval of GRNSW.

#### *Marketing & Communications*

1. The single metropolitan race club will prepare a marketing and communications plan that is updated yearly after consultation with GRNSW.
2. The Manager of the single metropolitan race club responsible for the implementation of the marketing and communications plan will meet monthly with the Public Relations Manager of GRNSW to review progress made against that plan and to develop joint initiatives for the promotion of metropolitan greyhound racing in NSW.

#### *Broadcast Rights*

1. The single metropolitan race club will not enter any arrangements with respect to broadcast rights in relation to metropolitan greyhound races without the prior consultation of GRNSW.

#### *Metropolitan Racing Strategy*

1. The single metropolitan race club will use its best endeavours to reach amicable arrangements with the Wentworth Park Sporting Complex Trust regarding the ongoing operation of Wentworth Park.

2. The single metropolitan race club will work with GRNSW to establish a Metropolitan Racing Strategy for the medium to long term that will deal with, but is not limited to, the following matters:
  - a. Location of NSW metropolitan greyhound racing in the medium to long term
  - b. Prizemoney plans including allocation of minimum prizemoney levels and the allocation between different meetings
  - c. Race programming
  - d. Profitability of metropolitan racing
  - e. Marketing
  - f. Animal welfare

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## **7. Period**

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This policy will have effect from 1 July 2008 and shall continue until 30 June 2013.

A single metropolitan race club that is licensed to conduct metropolitan greyhound racing in NSW under this policy shall continue to be registered for same throughout the period provided that the club complies with the Conditions of this policy and the requirements stipulated in the Operating Standards & Guidelines for NSW Greyhound Racing Clubs as amended by GRNSW from time to time.

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## **8. Review**

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This policy will be formally reviewed in the financial year commencing 1 July 2012 with a positive view towards this policy being continued for a further five year period having regard to the performance of the single metropolitan race club