

# ANNUAL REPORT



GREYHOUND RACING NSW



2012-2013

## WHO IS GRNSW?

Greyhound Racing NSW (GRNSW) is a body corporate charged with providing strategic direction and leadership in the development, integrity and welfare of greyhound racing in New South Wales (NSW). It is the peak body of the sport and is responsible for ensuring the competitiveness and long-term commercial viability of greyhound racing for the benefit of participants, business partners and the community.

From July 2009, GRNSW became responsible for the regulatory affairs of the sport. This broadening of responsibilities was the result of a government decision to transfer the greyhound division functions of the Greyhound and Harness Racing Regulatory Authority (GHRRA) to GRNSW.

The business structure of GRNSW covers both the commercial and regulatory responsibilities with four core business units: Integrity, Industry & Strategy, Media & Content and Growth & Sustainability.

Flowing from the legislative amendments to the Greyhound Racing Act 2009, the industry representative Board of GRNSW was replaced by an independent Board in February 2012. The amendments make a person ineligible for appointment if they are an employee of a greyhound racing club or a member of the governing body of a greyhound racing club. Each Board member has a maximum tenure of eight years.

### **Our Vision**

To be Australia's premier supplier of greyhound racing, delivering an attractive and innovative wagering product, and focused on long-term sustainable growth that will drive increased prizemoney returns to participants and appeal to consumers.

### **Core Values**

Our vision is based upon the following core values:

- Innovation
- Integrity
- Teamwork
- Professionalism
- Performance driven
- Customer focus



**July** - GRNSW announces a boost to prizemoney levels for all greyhound race meetings across the state. The increase sees minimum prizemoney levels go up by a further \$626,476 over the next 12 months, representing a 3% rise on GRNSW funded prizemoney compared to the corresponding period.

**August** - Goulburn Greyhound Racing Club commences TAB racing and also unveils new state-of-the-art facilities that make it one of the premier regional greyhound tracks in Australia, including a world-class kennel block and a new judge's tower.

**September** - GRNSW's Greenhounds program reaches a significant milestone with the 100th greyhound being approved for muzzle exemption.

**October** - GRNSW reforms the way it conducts prohibited substance cases with the introduction of new penalty guidelines as well as the option for trainers to enter an early guilty plea for certain offences. The new system is a first for greyhound racing in Australia and similar to judicial systems used by the National Rugby League as well as the Australian Football League.

**November** - Hot Buzzard and trainer Ron Bell take out the \$22,500 Sportingbet Super Stayers Series final. Meanwhile Zsa Zsa and trainer Dawn Garrett win the \$10,000 prize for being the overall points winner of the Sportingbet Super Stayers Series.

**December** - GRNSW, with the support of AgriFood Skills Australia, the NSW Department of Education and Communities and the Hunter Institute of TAFE, announces a pilot education program that will ensure ongoing employment opportunities for greyhound racing participants in NSW. The program is developed to support the next generation of participants through the creation of education, skill development and accreditation opportunities.

**January** - For the first time in its history, the Group 1 Centrebet Paws Of Thunder is held in Summer, with the John Finn-trained Sheikha taking out the \$125,000 to the winner feature race at Wentworth Park.

**February** - Australia's leading corporate bookmaker Sportingbet Australia becomes the new official partner of The Dogs TV. Under the arrangement, Sportingbet Australia becomes the new sponsor of all programs shown on The Dogs TV, including the flagship preview show Chasing The Dollar.

**March** - NSW star Oaks Road is named the 2012 Bettefair Greyhound of the Year at a gala awards night at the iconic Sydney Town Hall. The late Coonamble Greyhound Racing Club Secretary Tony Finlay is posthumously awarded the Allen Wheeler Medal for his outstanding contribution to greyhound racing. Later in the month, Grigorieva Bale wins the Macro Meats Golden Easter Egg for trainer Andrea Dailly and owner Paul Wheeler.

**April** - A new mobile website for GRNSW's industry leading website - thedogs.com.au - is launched. Aimed at greyhound racing punters, m.thedogs.com.au offers a range of easy-to-use features including race fields for all TAB racing in NSW and South Australia, expert selections, unique speed maps, up-to-date results, race replays, Dogs TV video clips and the latest greyhound racing news.

**May** - GRNSW's annual 65 Roses campaign raises more than \$32,000 for Cystic Fibrosis Australia and Cystic Fibrosis NSW throughout the month of May. In just two years, the 65 Roses campaign has raised more than \$70,000 for people living with Cystic Fibrosis.

**June** - GRNSW's new OzChase computer system becomes fully operational. Developed by GRNSW in a joint venture arrangement with Racing and Wagering Western Australia, OzChase will not only significantly improve GRNSW's internal processes, but also the quality of its outward customer service to all members of the sport.

### Index

2012/13 At A Glance	1	Payments to Clubs	29
Chairman's Report	2	Capital Funding Activity Summary	30
Chief Executive's Report	6	Five Year Comparison	31
Summary of Financial Performance	10	Statistics	33
Integrity	12	Freedom of Information	34
Growth & Sustainability	14	<b>Financial Statements</b>	<b>37</b>
Media & Content	16	Statement of Profit or Loss	38
Industry & Strategy	18	Statement of Financial Position	39
Chasing 2020	20	Changes in Equity / Cash Flow	40
OzChase	21	Notes to the Financial Statements	41
Racing Review	22	Board Members Declaration	46
The Board	24	Auditor's Independence Declaration	47
Board Report	26	Independent Audit Report	48
GRICG	28		





### A New Direction

It is with great pleasure that I deliver my second report as GRNSW Chairman.

2012/13 was the first full financial year that the independent GRNSW Board has been in operation, having replaced the industry representative Board in February 2012.

It is clear from my brief time as Chairman, that while the industry has made some significant gains in recent times, the future growth and sustainability of the greyhound racing industry in NSW will be severely hindered without a new strategic direction.

In the past 12 months, the Board has announced a raft of new initiatives in the areas of racing, integrity, welfare, member services and digital presence. These new initiatives have laid the foundations for the Board to begin developing a new strategic direction for the sport in 2013/14.

This strategic direction will specifically deal with the challenges that threaten the sport's future growth, including the changing wagering environment and its direct impact on the funding of the industry.

An important component of the strategic plan development will be consultation with key industry stakeholders to ensure that every sector of the greyhound racing industry in NSW can contribute to the future direction.

Despite the challenges facing the sport, I am confident that with a unified approach between all stakeholders greyhound racing in NSW will be able to overcome these challenges and go on to be a viable and successful sport well into the future.

Coinciding with the new strategic direction will be a NSW parliamentary inquiry, which was launched in August 2013.

Under the terms of reference the inquiry will cover the economic viability of the greyhound racing industry in NSW, management of the industry by GRNSW, integrity procedures put in place by GRNSW and the welfare of greyhounds.

The Board of GRNSW believes that the main focus of the inquiry should be on the TAB funding model.

Reforming the current TAB funding model is critical to the economic viability of greyhound racing in NSW as the current arrangements between thoroughbred, harness and greyhound racing do not reward efficiency, innovation or growth.

### More TAB Racing For Regional NSW

In April 2013, I was delighted to announce that there would be more TAB racing for regional NSW in the 2013/14 season.

This announcement included additional meetings in key participant areas including Grafton, Dubbo and Richmond, plus a return to Monday night racing at Wentworth Park - the home of the sport - with 26 additional meetings slated for the iconic track over the next 12 months.

The new TAB race dates continued the significant investment of GRNSW in regional NSW.

Over the past five years, GRNSW's investment in country racing has risen from \$7.4 million to \$9.2 million. This investment has included more than \$4 million in infrastructure spending and a 120% increase in the number of TAB meetings conducted in regional NSW.

During that same period, overall prizemoney alone has increased from \$15.3 million in 2008 to \$22.5 million in 2013 - an unprecedented 47% increase over the six year period.

### New Funding Model For Non-TAB Racing

In 2013/14 GRNSW will once again fund more Non-TAB racing than any other code in any racing jurisdiction in Australia.

To enable GRNSW to do this in an efficient and economically sound manner, the Board announced in May 2013 that it would reform the way it funds the Non-TAB racing sector in the future.



Starting from the 2013/14 racing season, every Non-TAB club has the ability to choose the number of Non-TAB race meetings they conduct each racing season.

This model will allow a new level of autonomy at Non-TAB club level, with clubs now able to choose how they want their club to operate and serve their local participant base. Clubs will also have greater discretion over prizemoney levels, subject to minimum operating standards being met.

The Board adopted the new model based on feedback from the Non-TAB sector.

While the overall funding of the Non-TAB sector for 2013/14 was a reduction on the previous season, the Board and management of GRNSW is committed to nurturing participation across the state. This is the reason why the Board has looked to strengthen TAB C racing in regional NSW as well as introducing the new funding model for Non-TAB racing.

### Strengthening Integrity

GRNSW is dedicated to ensuring its integrity services are at the forefront of the wagering industry - not just in Australia, but across the world.

It is for this reason that GRNSW invested significantly in boosting its integrity services in 2012/13.

During this period GRNSW nearly doubled its swabbing budget, an increase that will allow the number of swabs in the TAB sector to increase to 7.5 swabs per meeting - an unprecedented level for the sport.

The increase to the swabbing budget also allowed GRNSW to conduct more out of competition tests in the lead-up to

major races. Out of competition testing is predominantly carried out to find the presence of Erythropoitin (EPO) and Myo-inositol Trispyrophosphate (ITPP).

The ramping up of GRNSW's drug detection strategy in 2012/13 follows the corresponding period in 2011/12 in which the number of positive swabs recorded rose by 82%.

While the increase in positive swabs was disappointing, it highlights the success of GRNSW's drug detection policy in catching people who attempt to cheat against their fellow participants. This policy includes target testing greyhounds based on form and precedent rather than a random draw, which was the code's previous policy.

### 65 Roses Campaign

In May 2013, GRNSW staged its second 65 Roses campaign to help raise money for Cystic Fibrosis Australia and Cystic Fibrosis NSW.

Cystic Fibrosis is the most common life threatening, recessive genetic condition affecting Australian children. At present there is no cure, but organisations such as Cystic Fibrosis Australia and Cystic Fibrosis NSW are dedicated to funding further research into the condition.

Once again the campaign was a resounding success with participants from across the state and each of the 33 participating greyhound racing tracks getting behind the campaign and raising money for such a vital cause.

In total the campaign raised more than \$32,000, thanks largely to the generosity shown by the clubs and participants.





The total that was raised in 2013 means that in just two years, the 65 Roses campaign has generated more than \$70,000, which is a fantastic effort and one the entire NSW greyhound racing community should be proud of.

I look forward to the partnership between GRNSW and Cystic Fibrosis Australia and Cystic Fibrosis NSW continuing for many years to come.

### The Gardens

2012/13 was a very turbulent period for The Gardens complex in Newcastle.

In April 2013, the Board appointed administrator David Lombe, Partner of Deloitte, to conduct the affairs of the NSW National Coursing Association (NCA) - the club that managed The Gardens complex - after the Board considered that the NCA had not demonstrated that it was financially viable and had failed to show cause as requested by GRNSW.

After consideration of further advice from Deloitte and representations from the NCA, the Board made the decision to cancel the registration of the NCA as a greyhound racing club.

While the decision to cancel the NCA's registration was a most difficult one for the Board to make given the extensive history of the NCA, the Board felt it was one that had to be made in the best interests of The Gardens complex and the sport as a whole.

The Gardens is the heart of greyhound racing in the Hunter region and myself and my fellow Board members will continue to support this vital venue to ensure this remains the case.

It is now the job of the Board to ensure a long term operator can be put in place that will ensure a sustainable future for The Gardens and one that can continue the growth of the sport of greyhound racing in the Hunter region.

In the interim, the Greyhound Breeders, Owners and Trainers Association (GBOTA) will conduct the affairs at The Gardens to ensure racing can continue uninterrupted.

### Tributes

I would like to acknowledge the Hon. George Souris, Minister for Tourism, Major Events, Hospitality and Racing, for his efforts throughout 2012/13.

On behalf of my fellow Board members, I would also like to thank Brent Hogan, Darren Simpson and the entire staff at GRNSW for the work they carried out throughout the year.

I would like to single out the efforts of the GRNSW staff in particular for their tremendous dedication in 2012/13. The staff not only met their operational requirements while transitioning to the new OzChase computer system but also assisted participants during the transition period to ensure that the process ran as smoothly as possible.

I would also like to thank my fellow Board members, Deputy Chairman David Clarkson, Joyce Alamango, George Bawtree and Murray Nicol for their assistance and service throughout 2012/13.

In September 2013, it was with regret that I accepted the resignation of Murray Nicol as a GRNSW Board Member. Murray has made a substantial contribution to the sport of greyhound racing both through his involvement as a GRNSW Board Member and President of the National National Coursing Association. On behalf of myself, and my fellow Board members, I would like to thank Murray for his commitment and support during my time as Chairman, and I wish him and his family all the best for the future.

Finally, I would like to pay tribute to the sports' participants in NSW for their contribution to the greyhound racing industry in 2012/13. The participants are the lifeblood of the industry and without them there would be no greyhound racing industry in NSW.

It is for this reason that GRNSW has invested so heavily in improvements to its internal processes and customer service in the past year in order to aide participants' involvement in the sport as much as possible.

Eve McGregor  
Chairman







*Sportingbet CEO Michael Sullivan with trainer Ken Lewis and the 2012 Dapto Sportingbet Megastar winner Bye Bye Bucks*



2012/13 was a year of consolidation for GRNSW with a focus on the execution of new initiatives within our integrity and animal welfare operations as well as the delivery of OzChase, our new operating system which will be the cornerstone of GRNSW operations going forward.

NSW greyhound racing continues to grow in popularity with \$1.035 billion wagered Australia wide on our race meetings in the financial year. Wagering turnover grew by 3.1 per cent when compared to the previous year.

Turnover in the corporate bookmaking sector grew by 37 per cent (\$57.8m) whilst the pari-mutuel segment saw an overall decline of 2.8 per cent (-\$22.6m). Traditional TAB betting still accounts for 76 per cent of overall wagering on NSW greyhound racing, down from 81 per cent in the previous year.

The integrity of greyhound racing is at the heart of what GRNSW does, it is a core function of the organisation and integral to maintaining punter confidence in our sport and a level playing field for participants.

Over the last year GRNSW ramped up its drug detection activities taking 5,562 samples, a 47 per cent increase on the level of swabbing in the previous year. The increase in swabs carried out was made possible after GRNSW nearly doubled its swabbing budget for 2012/13 following a marked increase in positive swabs in the previous year. This resulted in 5.5 per cent of overall starters across the State being swabbed in the last year.

Aside from increasing our sampling, GRNSW has also added further measures of transparency to our drug detection activities. From November 2012, we introduced a new framework for dealing with prohibited substance matters. The new framework draws on aspects of the judicial systems utilised in the sports of AFL and NRL as well as concepts used in other codes of racing.

The framework incorporates the concept of an early guilty plea in combination with a schedule of penalties that are attached to defined categories of prohibited substances. All positive swab cases considered as serious in nature continue to be referred directly to a Stewards Inquiry. The penalty guidelines are utilised in all prohibited substance cases with Inquiry Reports detailing variations and the reasons why.

Many in the industry point to the time taken for a prohibited substance matter to be finalised. It is becoming almost commonplace that participants facing a Stewards Inquiry do so with legal representation. GRNSW must ensure that each participant facing a charge is provided with natural justice and an appropriate opportunity to defend themselves and this at times may mean that inquiries take longer than many participants would like to be finalised.

We have recently added a new report to our website which details where each Stewards Inquiry is placed at that point in time as an added measure of transparency. Added to this, it is now GRNSW policy that any trainer facing a prohibited substance matter that relates to a category one or two substance, be stood down until such time that the matter is finalised.

Since assuming responsibility for animal welfare in 2009, GRNSW has set about launching numerous initiatives to ensure that the welfare of all animals is a primary consideration for all participants in the greyhound industry. Many of these initiatives are detailed later in this Annual Report.

Our commitment will ramp up again over the next 12 months with \$1.3 million to be invested on greyhound welfare in that period. This will include the establishment of a new Education and Support unit which will be responsible for the delivery of industry training programs for new and existing participants together with ensuring adherence to welfare standards by all industry participants through regular inspections of all greyhound facilities.

Other areas of focus over the next 12 months from an animal welfare perspective will be:

- The development of competency based licensing for all new entrants into the sport;
- A continued focus on measures to improve the breeding process and reduce the number of greyhounds bred that do not ultimately race;
- Initiatives to extend the racing careers of greyhounds;
- Extending the capacity of our Greyhounds as Pets initiatives; and
- Developing partnerships with universities and TAFEs to encourage veterinary and veterinary nurse students to consider greyhounds as a specialisation.







Importantly, can I acknowledge the contribution made through the sponsorship and support of GRNSW properties and events by Sportingbet Australia, Betfair, K.S Black & Co, together with our sponsors, partners and volunteers who support our Greyhound As Pets initiative and Greenhounds program. All of these have been working with GRNSW for an extended period of time and I thank them for their ongoing support.

Over the course of the last two years we have formed a strong partnership with Cystic Fibrosis Australia and Cystic Fibrosis NSW with the 65 Red Dogs promotion forming a key component of the 65 Red Roses campaign that aims to raise awareness of this genetic condition whilst raising much needed funds for both research and support services.

65 Red Dogs generates mutually beneficial media coverage thanks principally to our campaign media partners WIN and NBN Television. Can I also thank our race club network for their support of this campaign together with their broader efforts to stage our racing product all year round.

May I also acknowledge the contribution of the Hon. George Souris MP, Minister for Tourism, Major Events, Hospitality and Racing and his staff led by Chief of Staff Frank Marzic who continue to support the development of the racing industry throughout the State.

It would be remiss of me not to acknowledge the retirement of Nadine Wigley at the end of the financial year. Nadine founded deFax Sporting Publications with her husband John and for the next 31 years, Nadine has been at the helm

of NSW greyhound race form continuing through ownership changes which saw the business first sold to the NSW GBOTA and later to GRNSW itself.

To carve out a business and generate a return to the industry in an area where most other bodies run the activity at a loss is a testament to the dedication, enthusiasm and uncompromising business ethics Nadine has brought to the industry.

I must also acknowledge the sudden loss of our Northern Rivers Integrity Officer Ron Matthews who died of a heart attack in September 2012. Ron had spent the vast majority of his working career in greyhound racing with stints as a Steward in NSW and Tasmania prior to relocating to the North Coast. Ron was held in the highest regard both by his colleagues at GRNSW and the participants in the Northern Rivers.

In closing, can I thank the Board led by Chairman Eve McGregor for their counsel and direction, the leadership team at GRNSW led by Darren Simpson for their unfailing commitment and support, and all of our staff whose dedication and enthusiasm continues to deliver real outcomes on the front line not withstanding the challenges faced during the course of the year highlighted by the transition to the OzChase system.

Brent Hogan  
Chief Executive







*Trainers gather prior to the running of the \$250,000 Group 1 Macro Meats Golden Easter Egg, and below, the post race presentation.*







	2012/13	2011/12
<b>Income</b>		
Product Fees	30,448,406	30,704,497
Racefield Information Use Fees	6,734,242	8,905,038
Deferred Revenue Realised	-	6,913,157
Operational Revenue	1,769,832	1,365,582
Interest & Other	952,864	621,959
<b>Total Income</b>	<b>39,905,344</b>	<b>48,510,233</b>
<b>Expenditure</b>		
Prizemoney	21,545,817	21,222,888
Club Administration & Funding	7,272,999	6,442,715
Club Incentive Scheme	1,642,037	1,827,059
Administration Expenses	8,694,217	7,776,715
Industry Infrastructure & IT Costs	2,023,782	3,172,681
Industry Advancement Projects	431,225	458,503
NCA Loan Forgiven	-	2,100,000
Other	405,165	448,867
<b>Total Expenditure</b>	<b>42,015,242</b>	<b>43,449,428</b>
<b>(Loss)/Surplus</b>	<b>(2,109,898)</b>	<b>5,060,805</b>
TAB VIC RFIU Fees	2,846,212	
<b>Adjusted 2012/13 Surplus</b>	<b>736,314</b>	

The 2012/13 financial year saw the acceleration of a recent trend with punters turning away from traditional pari-mutuel betting in favour of either fixed odds or corporate bookmaker offerings.

Product Fees received from Tabcorp declined by \$256,091 compared to the previous year despite overall Tabcorp turnover (combined pari-mutuel and fixed odds) marginally increasing.

On average, GRNSW does not receive the same level of return from turnover on fixed odds betting through the TAB as compared to pari-mutuel betting. The reason for this is purely based on the increased risk involved in fixed odds betting resulting in a lower margin as compared to the guaranteed take-out from a pari-mutuel bet.

The increasing preference of punters for fixed odds products, and away from pari-mutuel betting, is a significant structural shift in wagering in Australia which shows no sign of slowing.

This poses real financial challenges to the industry as product fee income is expected to continue to decline in coming years to an extent that is unlikely to be covered by increasing Racefield Information Use (RFIU) Fees.

Underlying RFIU revenue again grew at an impressive rate of 7.6% year-on-year, however this was down from the previous growth rate of 14% and is an indication that the corporate bookmaker market is becoming more mature.

In the table above RFIU income is shown as being considerably lower than 2011/12. However, this merely reflects that at the time of signing the GRNSW accounts a dispute with Tabcorp over the RFIU fees was yet to be finalised.

Accordingly the Financial Statements in this Annual Report once again include an amount recorded as Deferred Revenue, which reflects the amount in dispute with Tabcorp.

Settlement of the dispute should be finalised in the first half of the new financial year. At that time GRNSW will bring to account the Victorian RFIU fees of \$2,846,212. This will bring the adjusted surplus for the financial year to \$736,314.

GRNSW also benefitted from an abnormal receipt of \$652,610 in 2012/13 which was repaid by Tabcorp after being mistakenly withheld from previous years Product Fees due to a GST error on internationally exported racing product.



If this abnormal item is removed, and the Victorian RFIU revenue included, the true surplus for the industry in 2012/13 is \$83,704. In comparison, after removing abnormal items in 2011/12 (Deferred Revenue and NCA Loan impact) the true surplus was \$397,151.

It is far more realistic to consider these revised numbers as being indicative of the true financial performance of the industry and it illustrates the balancing act required in keeping industry expenditure in line with income.

Combined returns to clubs and participants in 2012/13 reached \$30,892,078. This is a combination of prizemoney, club funding, club incentive scheme and industry advancement projects such as Blue Paws.

The figure is an increase of almost \$950,000 on the prior year and reflects the money which goes back into sustaining the club network as well as into the hands of participants.

On top of the prizemoney paid by GRNSW (shown in the table above) clubs paid out an additional \$1,034,281 in prizemoney over the course of the financial year, with this money being drawn from the Club Incentive Scheme payments received by clubs as well as sponsorship.

GRNSW had increased Operational Revenue in 2012/13 of \$404,250 year-on-year, primarily due to the collection of bi-annual membership renewal fees. After offsetting this increased income against Administration Expenses, the total cost of administering the sport increased by \$513,252 compared to 2012/13.

The vast majority of that expense is made up of a \$303,109 increase in the cost of drug detection compared to the prior year. In August 2012 GRNSW committed to almost doubling its swabbing budget and the higher costs incurred

follow the implementation of that policy coming into effect during the financial year.

Further, 2012/13 was the first full year of operation of GRNSW's Greyhound Welfare & Veterinary Services Unit which provides on-course vets to the majority of TAB meetings in the state, as well as supporting the Greenhounds and Greyhounds as Pets programs.

The growing need to meet increasing animal welfare expectations is an area which requires ongoing funding increases. GRNSW is committed to its work in the area of greyhound welfare and is accepting of the fact that additional funds must continue to be directed that way.

On the surface Industry Infrastructure & IT Costs are significantly lower than the 2011/12 level. However this is due to last year's figure including a \$1.2 million cost involved in the acquisition of 70% of The Gardens property. With that figure removed, the year-on-year difference is \$51,101.

As well as continued investment in track improvements and maintenance, expenditure on industry infrastructure and IT continued to have a focus on the ongoing modernisation of GRNSW's computer operating system OzChase.

On 17 June 2012 the OzChase system went live with functionality that now sees it manage almost all areas of the regulatory side of the sport as well as business functions such as the centralised payment of prizemoney and production of racebooks.

The development of the system as a joint venture with Racing & Wagering WA has saved NSW industry participants over \$2 million, but has nevertheless been the most substantial investment in IT infrastructure in NSW greyhound racing history (see page 21 for more information).



*Trainer Shane Robinson with greyhound Vei's Flash and Casino Greyhound Racing Club Secretary Ron Herd at Casino's 65 Roses Race Meeting*



## Drug Detection

GRNSW reinforced its commitment to ensuring the integrity of greyhound racing by announcing a raft of measures in 2012/13 that set a new benchmark for the sport in Australia.

In August 2012, GRNSW announced that it would nearly double its swabbing budget, an increase that will allow the number of swabs in the TAB sector to increase to 7.5 swabs per meeting. It also resulted in the swabs to starter ratio rising by more than 2.5 times.

The increase to the swabbing budget will allow GRNSW to carry out 6,750 swabs in the 12 months up until the end of September 2013.

In the 2012/13 financial year, GRNSW carried out 5,562 swabs, which was a 47% increase on the amount of swabs carried out in 2011/12 and a record number for a 12 month period. Of the samples tested, 35 were declared positive, down from 48 in the previous financial year.

### Drug Analysis and Testing

Year	% of positives	No. of samples tested
2003-04	1.30	3,085
2004-05	1.23	3,241
2005-06	1.68	3,028
2006-07	2.16	3,277
2007-08	1.01	3,177
2008-09	0.83	2,996
2009-10	0.94	3,393
2010-11	0.77	3,398
2011-12	1.27	3,783
2012-13	0.62	5,562

The increased expenditure on drug detection has also enabled GRNSW to increase the amount of out of competition testing it conducts. Out of competition tests form an integral component of GRNSW's ongoing drug detection strategy as they assist with the discovery of certain substances.

Out of competition testing is primarily conducted to find the presence of Erythropoitin (EPO) and its derivatives, with the samples also analysed for the prohibited substance Myoinositol Trispyrophosphate (ITPP).

For the first time out of competition tests were also conducted in conjunction with Greyhound Racing Victoria stewards on greyhound properties in Victoria in the lead-up to major races in NSW including the Group 1 Centrebet Paws Of Thunder and the Group 1 Macro Meats Golden Easter Egg.

## Boosting Integrity

In a further boost to integrity operations, GRNSW in conjunction with Harness Racing NSW, employed a racecourse investigator tasked with assisting in integrity matters both on and off course.

The investigator assists with kennel inspections, compliance issues and evidence gathering for major inquiries.

The implementation of a racecourse investigator follows on from the major changes in the approach to race day integrity operations, the biggest of which was the introduction of a control room at GRNSW's head office in Rhodes.

This Australian-first approach to stewarding has now been in operation for two years and expanded in 2012/13 to include all TAB C tracks (except Wagga Wagga, which will shortly join the network), allowing GRNSW to improve the oversight of greyhound racing to unprecedented levels.

## National Rule Changes

On 12 October 2012, Greyhounds Australasia announced amendments to the National Racing Rules, effective 1 January 2013.

The most significant Rule changes were those made to Rules 83 and 99.

The amendment to Rule 83 introduced a detection threshold for testosterone metabolites in urine samples taken from racing bitches. Based on extensive research, the threshold was set at a concentration of 10 nanograms per millilitre and was introduced on 1 January 2013.

The change to Rule 99 meant any person who had been disqualified or warned off by a greyhound racing authority was prohibited to go or remain on any place where a greyhound is trained, kept or raced.

Other amendments included:

- Amendments to Rule 1 Definitions - add the meaning of official and veterinary surgeon; and
- Amendments to Rule 127 Registration of a sire and Rule 138 DNA fingerprint analysis - standardising the varying terminology in respect to the approval of a laboratory designated by Greyhounds Australasia.

## Local Rule Changes

The GRNSW Board approved a number of local rule changes in 2012/13.

In September 2012, the Board approved the introduction of a reporting level for the prohibited substance Procaine. The introduction of the reporting level means that Procaine found in a racing greyhound would only be deemed to be a prohibited substance when in excess of 1,000 nanograms per millilitre in urine.





The Board adopted the reporting level based on the advice of GRNSW's Greyhound Welfare and Veterinary Services Unit, which determined that the large majority of urine samples found to contain traces of Procaine in the past five years were due to trainers inadvertently feeding their greyhounds contaminated meat.

In June 2013, three new rule changes came into effect. The first was the introduction of a formal policy for when a trainer wishes to Weight Trial a greyhound when its weight varies between 1-2 kilograms from the weight recorded at its previous start.

The Board also approved a ground-breaking rule in respect of heats of a series, where a race or races are abandoned due to mechanical failure or another extraordinary incident. Under the new rule, where stewards are satisfied that a greyhound or greyhounds would have qualified to progress further in a series had the event not been abandoned, stewards may order that the greyhound or greyhounds progress to the next stage.

The final rule dealt with the way reserve greyhounds are allocated in NSW TAB races. Instead of the former practice of the box allocation of reserves being made at the time of the scratching, a ballot of the available boxes is now conducted after the scratching deadline when more than one scratching occurs. This change brings NSW in line with jurisdictions nation-wide.

### Appeals

During 2012/13, nine appeals to the Racing Appeals Tribunal relating to greyhound racing matters were determined (compared to six in 2011/12).

#### Result

Upheld	0
Dismissed	5
Dismissed - Penalty Varied	3
Withdrawn	1

Disciplinary action against participants in 2012/13 involved 13 disqualifications (11 in 2011/12) and fines totalling \$36,200 (\$35,040 in 2011/12).





### Industry Education

In March 2013 GRNSW, in partnership with AgriFood Skills Australia, the NSW Department of Education and Communities and Hunter TAFE, launched the pilot education program - Certificate II in Greyhound Racing.

The Certificate II in Greyhound Racing was developed by GRNSW in response to feedback from participants, who expressed a desire for there to be more training and development opportunities made available to the next generation of participants in the greyhound racing industry.

The primary aim of the pilot education program is to address significant skill gaps within the industry and to train participants in relevant skills, such as: work place health and safety; greyhound first aid and welfare; complying with the Rules of Racing; and, the transportation and general care of greyhounds.

The program received \$77,000 in funding from the NSW Government's Smart and Skilled Program to develop the resource materials required for the course, with a further \$28,000 contributed by GRNSW.

GRNSW wishes to acknowledge the efforts of Melissa Wortman, the Executive Officer of AgriFood NSW Industry Training Advisory Body, for her support in driving the need for ongoing education within our industry.

The course materials developed as part of the pilot will provide GRNSW with the tools to further expand the link between education and licensing which will enable the industry to meet the challenges of the future. Through greater education and skills development of new industry participants it is envisaged that participants will develop long-term career opportunities by being part of a vibrant NSW greyhound racing industry.

### Greyhound Welfare

GRNSW embarked on a number of initiatives in 2012/13 that continued to drive improvement and cultural change in the area of greyhound welfare, including:

- The drafting of national welfare guidelines with other greyhound racing state bodies;
- The commencement of participant information sessions, conducted by GRNSW's Greyhound Welfare and Veterinary Services Unit at TAB tracks across NSW;
- The ongoing development of policies to ensure the accountability of greyhound welfare across the entire lifecycle, including a Code of Practice for breeding and rearing which is soon to be released;
- NSW becoming the first and only state to allow the ongoing treatment for greyhounds diagnosed with Pannus (a condition that affects the surface of the eye), by allowing the use of prednisolone forte eye drops as part of a treatment regime. More than 60 greyhounds are now registered with GRNSW as being affected by Pannus,

meaning they can continue to race while receiving treatment without penalty; and

- The development of reporting procedures - in partnership with the RSPCA - to ensure complaints about the welfare of greyhounds are dealt with under the Rules of Racing and appropriate laws.

Building on these initiatives, GRNSW will invest \$1.3 million on greyhound welfare in 2013/14.

The investment includes funding for the establishment of a new Education and Support Unit to help drive welfare improvements in the NSW greyhound racing industry.

The new unit will be tasked with training new industry applicants, as well as up-skilling and monitoring existing participants' adherence to welfare standards by undertaking regular inspections of racing kennels as well as rearing, breeding and greyhound education facilities.

In addition, a further \$1.4 million has been earmarked for industry infrastructure and maintenance, with a clear prioritisation on minimising potential risk for racing greyhounds.

### Greenhounds And Greyhounds As Pets

The Greenhounds program, which allows for pet greyhounds to go muzzle free in public places, continued to grow in 2012/13.

Not only has the program changed the perception that greyhounds are an aggressive breed, it has also improved the transition of greyhounds from racing to life as a companion animal, which is an ongoing commitment of GRNSW.

In addition, the Greenhounds website ([www.greenhounds.com.au](http://www.greenhounds.com.au)) has provided a vital tool for the public to find out more information about greyhounds, including those that are available for adoption.

In 2012/13 GRNSW, in partnership with Richmond TAFE, introduced measures to standardise assessment protocols and registration requirements for Greenhound assessors. This includes a two day education course for people wanting to become assessors. Since the course's introduction there have been 26 graduates who have completed the program.

In April 2013, the Greenhounds program reached a significant milestone with the 200th Greenhound approved for a muzzle exemption - an outstanding achievement for a program that had only been in operation for 17 months.

The GRNSW Greyhounds As Pets program also continued to grow in 2012/13.

In July 2012, the program was officially approved by the NSW State Government as the first Greyhound Re-Training Program. The approval means GRNSW Greyhounds As Pets can now re-train retired racing greyhounds in order



for them to be assessed for muzzle exemptions through the Greenhounds program. Suitable greyhounds can then be made available for re-homing with green collars.

The profile of GRNSW Greyhounds As Pets also increased throughout the wider community with the program taking part in numerous activities including the Million Paws Walk and visiting local public schools to teach youngsters about what great pets greyhounds can make. This has led to increased re-homing opportunities for the greyhounds that go through the program.

### Procaine Reporting Level

In September 2012, GRNSW introduced a reporting level for the prohibited substance Procaine in greyhound urine samples.

The reporting level was introduced based on advice from GRNSW's Greyhound Welfare and Veterinary Services Unit, following a detailed review of scientific research.

Following a review of NSW swabbing data, it was determined that the large majority of urine samples found to contain traces of Procaine in the past five years were due to trainers inadvertently feeding their greyhounds contaminated meat.

Procaine is commonly used by farmers to treat sick livestock and as a result is often found in meat fed to greyhounds.

The introduction of the reporting level means that Procaine found in a racing greyhound will only be deemed to be a prohibited substance when the reporting level is in excess of 1,000 nanograms per millilitre in urine.

To coincide with the new reporting level, GRNSW released a Procaine Veterinary Fact Sheet, which provides participants with information on what Procaine is and how to minimise the risk of a greyhound returning a positive swab for the substance.





### **thedogs.com.au**

The industry leading website thedogs.com.au expanded in 2012/13 to provide a greater service to fans and punters of greyhound racing from across Australia.

In August 2012, the website introduced form for all meetings held in South Australia and Tasmania, with members of thedogs.com.au also able to access expert analysis and selections for all South Australian TAB meetings.

This expansion was made possible due to South Australia and Tasmania joining the OzChase operating system.

In late 2013, thedogs.com.au will expand even further with Western Australian fields, form and expert selections to be made available for users of the website.

Adding to the expanded form offering was the re-branding of the Public Relations & Digital Unit at GRNSW into the Media & Content Unit in March 2013.

Featuring the doyen of greyhound journalism, Jeff Collerson, the Media & Content Unit is responsible for generating original and unique greyhound racing content from across Australia, across a range of platforms including the website, The Dogs TV and various social media channels.

By offering up-to-the-minute information and updates, the Media & Content Unit has been able to generate greater interest in the sport across a wider audience.

The expansion of thedogs.com.au has resulted in significant growth for the website, which now boasts more than 22,000 members.

Overall website traffic significantly increased from the 2011/12 financial year with a 13% increase in unique visitors accessing thedogs.com.au over the last 12 months. Page views increased by more than 32%, while the number of visits to the website rose by more than 3%.

In April 2013, GRNSW launched a new mobile website for thedogs.com.au. Aimed at greyhound racing punters, m.thedogs.com.au has been created specifically to offer a premium browsing experience for users of smart phones such as iPhones and Androids.

Mobile is viewed as a crucial part of GRNSW's digital strategy, with more than a third of visitors to thedogs.com.au now accessing the website through their smart phone.

### **65 Roses Campaign**

GRNSW staged its second 65 Roses campaign in May 2013, which helped raise money for Cystic Fibrosis Australia and Cystic Fibrosis NSW.

Cystic Fibrosis is the most common life threatening, recessive genetic condition affecting Australian children. At present there is no cure, however organisations such as Cystic

Fibrosis Australia (the national body) are dedicated to funding further research into the condition and Cystic Fibrosis NSW to providing services and support to people in NSW who live with Cystic Fibrosis.

As part of the 65 Roses campaign, each of the 33 greyhound racing tracks in NSW staged their own 65 Roses Race Meeting in May 2013. Every time a greyhound wearing the red rug (number one) won a race at a 65 Roses Race Meeting, GRNSW donated \$250 to Cystic Fibrosis.

The highlight of this year's campaign came at the last 65 Roses Race Meeting at Unibet Gardens on 31 May 2013. Needing one more win to reach the goal of 65 Red Dog winners for the campaign, the meeting yielded an incredible five-win haul for the red rug, which took the final total to 69 - the highest tally of the two 65 Roses campaigns staged so far.

In total the campaign raised \$32,790 for Cystic Fibrosis Australia and Cystic Fibrosis NSW. This means the NSW greyhound racing community has now raised more than \$70,000 in just two years for people living with Cystic Fibrosis.

The 2013 65 Roses campaign was supported by the WIN and NBN Television networks, who were GRNSW's media partners for the second straight year. This helped ensure an unprecedented amount of media coverage for the campaign throughout NSW, which helped promote greyhound racing to members of the public who previously had no involvement in the sport.

The 65 Roses campaign has shown how generous the greyhound community is in NSW with the vast majority of participants, clubs and fans of the sport contributing to the campaign in any way that they could.

### **Betfair Greyhound of the Year Award**

The iconic Sydney Town Hall was the scene of greyhound racing's night of nights - the 2012 Betfair NSW Greyhound of the Year on 1 March 2013.

More than 300 people attended the historic venue to see the Mark Gatt-trained Oaks Road named the winner of the 2012 Betfair Greyhound of the Year following a brilliant period which saw the greyhound win the Group 1 Perth Cup and two Group 2 races.

Oaks Road defeated fellow nominees He Knows Uno and Bye Bye Bucks to take out the award. The connections of He Knows Uno and Bye Bye Bucks did not leave empty handed, however, with Bye Bye Bucks named Sprinter of the Year and He Knows Uno named Stayer of the Year.

In other major awards the late Coonamble Greyhound Club secretary Tony Finlay was posthumously awarded the prestigious Allen Wheeler Medal for lifetime achievement, Bathurst GBOTA was named Club of the Year, Andy Lord won the Virbac Animal Health NSW Trainer of the Year title



and Singleton-based Dimity Maher was awarded the Young Person of the Year award.

The 2012 Betfair NSW Greyhound of the Year was hosted by television personality and greyhound owner Ben Damon, with X-Factor finalist Angel Tupai performing on the night.

### Media Exposure

Across 2012/13 there were more than 1,000 print articles, radio and television spots in the NSW media with mentions of GRNSW or its programs. This figure also includes any mention of greyhounds in metropolitan media.

This equates to more than six hours of radio and TV airtime and a cumulative viewing audience of 200 million people across the entire country. There was also 248 photographs published featuring greyhound racing during the year.

Programs, events and issues that received the most media coverage during 2012/13 were the 65 Roses campaign, the Macro Meats Golden Easter Egg, the GRNSW Greyhounds As Pets program and the 2012 Betfair NSW Greyhound of the Year.

### The Dogs TV

2012/13 marked the third full year of operation for The Dogs TV, which continues to be an industry leader in online video content.

Combined with race replays from all TAB tracks, The Dogs TV provides regular and engaging programming including exclusive trainer profiles, trackside interviews and various features on the great stories emanating from the greyhound racing industry, including activities overseen by the GRNSW Greyhound As Pets program.

The highest viewed content on The Dogs TV included the National Championships in Hobart, coverage of the Macro Meats Golden Easter Egg series, the running of the Adelaide

Cup and the announcement of the Betfair NSW Greyhound of the Year nominees.

In March 2013, Australia's leading bookmaker Sportingbet Australia became the official partner of The Dogs TV, sponsoring all programs including the flagship preview show Chasing The Dollar.

Sportingbet Australia's sponsorship underlines the corporate bookmaker's continued support of greyhound racing in NSW and follows on from its sponsorship of the Super Stayers series.

### Social Media

Social media continued to be a huge area of growth in 2012/13, with vast increases in the rates of engagement with GRNSW's Facebook, Twitter and YouTube accounts.

As can be seen in the following table, by July 2013 GRNSW had 7,556 Facebook likes (4,637 in July 2012) and 2,037 followers on Twitter (1,545 in July 2012).

Followers also increased on the Greyhounds As Pets and Greenhounds Twitter and Facebook pages.

Facebook	Likes
GRNSW	7,556
Greyhounds As Pets	5,016
Greenhounds	2,416

  

Twitter	Followers
@thedogs_com_au	2,037
@GAPNSW	523
@GreenhoundsNSW	63



### Centralised Prizemoney Payments

As part of its ongoing commitment to achieving best practice in operating and financial management standards, GRNSW introduced the centralised payment of prizemoney in the TAB sector on 1 July 2013, with the first electronic payment made to owners and trainers on 17 July 2013.

OzChase is the foundation for the centralised prizemoney payments system which has delivered benefits to all parties involved, in particular clubs, where the accounting and cash handling burden has been significantly reduced. Participants have also benefited, receiving prizemoney payments on a weekly basis directly into their nominated bank accounts.

GRNSW undertook a huge data collection exercise in the lead-up to the introduction of the centralised prizemoney payments system, attempting to contact active owners and trainers in order to collect their bank account details and prizemoney splits for their greyhounds.

The introduction of centralised prizemoney payments by GRNSW was accompanied by an industry first, with owners able to choose defined prizemoney splits between themselves and their trainers for each individual greyhound for the first time. Centralised prizemoney payments also provided an opportunity for GRNSW to update participants' data and records.

GRNSW also introduced a travel subsidy on 1 July 2013, which is paid at the track to trainers, in cash, for each greyhound engaged at the meeting. The subsidy replaces the payment of unplaced prizemoney on race days.

### Grading Policy

The GRNSW Board adopted a revised Grading Policy in June 2013. All TAB and Non-TAB meetings are now centrally graded by GRNSW under one NSW Grading Policy. The updated Grading Policy is essentially the old TAB policy

with additional clauses incorporated to cater for Non-TAB meetings. The drafting of the new policy was subject to an industry-wide consultation process that was available to all participants.

The Grading Policy changes align with the introduction of the OzChase computer system. GRNSW also released a new online nomination portal in conjunction with OzChase, along with improved information and documentation - including a nomination form, updated nomination closing and a grading schedule - to assist trainers to maximise their chances of getting a run by taking advantage of the new preferences system. The new OzChase system accepts up to six preferences (formerly known as 'rollovers') on any nomination form. Preferences may include TAB and Non-TAB meetings.

### TAB Racing

In April 2013 GRNSW released a new racing calendar that focused on growth in regional NSW by providing additional TAB racing in the 2013/14 racing season.

The new dates, which were approved by the GRNSW Board at its March meeting and commenced on 1 July 2013, provide more TAB racing in the Central West, Northern Rivers and Richmond regions. The major changes include:

- Additional TAB meetings at Grafton, including 26 meetings on Monday night;
- Wagga TAB meetings to move from a Sunday night to a Friday night;
- Dubbo to conduct more TAB race meetings, including 35 in the Thursday daytime slot;
- Richmond to race twice a week in the new season;
- Wentworth Park to conduct 26 lower grade TAB race meetings on Monday night; and
- TAB race meetings at Bulli to move from Monday night to Wednesday night.







The revised calendar focused on providing increased TAB racing in key areas of NSW that have strong participant demand. Participants in these key areas now have more chances of competing in TAB races and benefiting from the higher prizemoney levels that these races offer.

Over the past five years, GRNSW's investment in country racing has risen from \$7.4 million to \$9.2 million, with the growth rate of 4.3% outstripping that delivered to the metropolitan and provincial sectors. This investment has included over \$4 million in infrastructure spending and a 120% increase in the number of TAB meetings conducted in regional NSW.

### Non-TAB Racing

On 10 May 2013, the GRNSW Board announced reforms to the Non-TAB racing sector funding model for the 2013/14 racing season.

GRNSW has moved to a model that allocates a lump sum of funds for each Non-TAB club for the racing year.

Under the new model, every Non-TAB club can choose the number of race meetings they wish to conduct each racing season and have greater discretion over prizemoney levels, subject to GRNSW's minimum operating standards being met.

The innovative model provides Non-TAB clubs with the flexibility to decide how they want their club to operate and how they best wish to serve the participant base in their respective regions of NSW.

### Membership Renewals

In order to collect a range of data to facilitate the transition to centralised payments of prizemoney in the TAB sector,

GRNSW started the membership renewal process in March 2013, much earlier than usual. The licence renewal period ran from March to July 2013 - the longest in GRNSW history.

A total of 5,010 licence renewal packages were sent to participants in February 2013.

### Safety, Racing & Welfare Maintenance Fund

The Maintenance & Venue Improvement Allowance program (MVIA) was disbanded on 30 June 2013 and was replaced by the Safety, Racing & Welfare Maintenance Fund (SRWMF) from 1 July 2013. The new fund shifts the focus of club and industry expenditure to projects that improve the level of safety and compliance at NSW greyhound race tracks.

The new SRWMF scheme provides each club with an annual funding allocation for projects that directly relate to maintaining and increasing the safety, racing and welfare standards at each track.

### Trial Tracks

The following trial tracks were registered in accordance with the GRNSW Trial Track Registration Policy during 2012/13:

- Abernethy Trial Track
- Box Hill Trial Track
- Cardiff Greyhound Social Club
- Casino Trial Track
- Cessnock Trial Track
- Glengarrie Trial Track
- Keinbah Trial Track
- Sunny Lodge Education Centre
- Vee McGee Trial Track
- Wollondilly Trial Track.



Racegoers show their support of the 65 Roses Campaign at Wentworth Park in May this year



The GRNSW Board continued to deliver strategies across the five pillars of GRNSW's strategic plan Chasing 2020 during the 2012/13 financial year.

### **GRNSW Leads The Way On Integrity**

GRNSW reinforced its commitment to ensuring the integrity of greyhound racing by announcing a raft of measures that set a new benchmark for the sport in Australia, including:

- Almost doubling the swabbing budget for the 2012/13 financial year, an increase designed to allow the number of swabs in the TAB sector to increase to 7.5 swabs per meeting and the swabs to starter ratio to more than 2.5. The increased expenditure on drug detection resulted in the number of swabs in the TAB sector increasing by just over 47%.
- A change to the way prohibited substance cases are conducted, with the introduction of new penalty guidelines, which provide the option for trainers to enter an early guilty plea for certain offences. The new system, is a first for greyhound racing in Australia and similar to judicial systems used by the National Rugby League as well as the Australian Football League.

### **New Proposal For Future Of Border Park**

GRNSW, Racing Queensland Limited and the Tweed Heads Coursing Club agreed to investigate a proposal for greyhound racing at Border Park to be transferred to Queensland's racing jurisdiction. This visionary proposal aims to secure and grow racing in the Tweed Heads region for future generations. Under the proposal currently being investigated, a transfer to Queensland's racing jurisdiction could result in two weekly TAB race meetings - a potential for 104 race meetings a year.

### **Sportingbet Australia New Partner Of The Dogs TV**

On 11 March 2013 GRNSW announced Australia's leading corporate bookmaker Sportingbet Australia as the new official partner of The Dogs TV. The new partnership follows on from Sportingbet Australia's sponsorship of the Super Stayers series in 2011 and 2012.

### **New Funding Model For Country Racing**

The GRNSW Board reformed the funding model for the Non-TAB racing sector. Under the new model, Non-TAB clubs have the flexibility to choose the number of Non-TAB race meetings they wish to conduct each racing season, along with greater discretion over prizemoney levels. GRNSW continues to invest in country racing, with the aim of providing participants in regional NSW with more chances to compete in TAB races and to benefit from the higher prizemoney levels that TAB racing offers. The increase to TAB racing also makes it more accessible for owners to watch their greyhounds compete on Sky Racing and for punters to wager on those meetings through the TAB and corporate bookmakers.

### **Training**

During 2012/13 GRNSW partnered with AgriFood Skills Australia, Hunter TAFE and the NSW Department of Education and Communities to develop a pilot training course - Certificate II in Greyhound Racing. The first stage is the development of course materials, which will be utilised to provide new entrants to the greyhound racing industry with the knowledge to further their career. The pilot began in March 2013 with the course offered in the Illawarra, Richmond and Hunter Valley. The pilot will provide GRNSW with the tools to expand education to include other important topics such as breeding, workplace health & safety and race day procedures for club staff.

### **OzChase**

The latest module of GRNSW's new OzChase computer system went live in June 2013. The OzChase computer system has been developed by GRNSW in a joint venture arrangement with Racing and Wagering Western Australia.

The most notable functions of the latest release include the:

- Move to grading all NSW meetings on OzChase;
- Collection and storage of race results in OzChase;
- Processing of centralised prizemoney payments; and
- Introduction of a new online nominations portal.

The new system has allowed GRNSW to retire a number of old databases and has already driven improvements in efficiency and administration services.

### **Centralised Prizemoney Payments**

As part of its ongoing commitment to achieving best practice in operating and financial management standards, GRNSW introduced the centralised payment of prizemoney in the TAB sector on 1 July 2013, with the first electronic payment made to owners and trainers on 17 July 2013. This change brought GRNSW into line with all other racing codes in Australia, which have already introduced centralised and electronic payment of prizemoney to their participants.

### **GRNSW Launches Mobile Site**

GRNSW launched a mobile website for its industry leading website [thedogs.com.au](http://thedogs.com.au). Targeted at greyhound racing punters, [m.thedogs.com.au](http://m.thedogs.com.au) was created specifically to offer a premium browsing experience for users of smart phones, such as iPhones and Androids. The new mobile website is part of the continuing evolution of [thedogs.com.au](http://thedogs.com.au) and is a crucial part of GRNSW's digital strategy.



Upon assuming responsibility for the regulatory functions of greyhound racing in mid 2009, GRNSW inherited a range of legacy Information Technology (IT) systems which were largely outdated, unsupported and unable to be fully integrated. As a result, GRNSW made it a top priority to address this issue and move to a significantly improved IT platform.

A joint venture arrangement with Racing and Wagering Western Australia (RWWA) was formed in 2010 with the sole purpose of developing a brand new, custom built greyhound racing system for both NSW and WA, with the added benefit of the costs of development being shared by both states. The new system was named OzChase.

OzChase has been released in stages with the first release in 2011 covering licensing and registration functionality for NSW only. The second stage saw South Australia, the Northern Territory and Tasmania move their entire operations onto the OzChase platform in 2012. While this delayed the NSW specific development for a period, it was a significant event as it has broken the long history of all states operating on their own separate IT systems and will ultimately bring considerable operational efficiencies between the states.

On 17 June 2013 GRNSW took its biggest ever step in IT enhancement going live on the stage three release of OzChase which delivered the functionality for stewarding, grading, penalties, centralised prizemoney payments, nominations and race results. This was a huge logistical step as records from various systems were migrated onto the new platform and old legacy systems were retired.

By launching the OzChase computer system, GRNSW has invested in critical IT infrastructure for the sport that provides the foundation for future technological innovation as part of the ongoing move to best practice in operational efficiency, data management, productivity and improved customer service levels.

The latest module of OzChase has had the largest impact, to date, on how participants interact with GRNSW, with both centralised prizemoney payments and the new online nominations portal designed to improve customer interactions and experiences.

By the end of the current financial year both Western Australia and Queensland will also have moved all of their operations onto the OzChase system and even greater functionality will have been developed.

The OzChase project, which started as a cost sharing exercise between NSW and WA, will ultimately deliver unprecedented uniformity in greyhound racing administration across Australia. GRNSW and RWWA have developed a strong relationship and shown considerable leadership in establishing the system from scratch and accommodating all willing states.

As a co-owner of the system GRNSW is now well placed to continue to drive improvements and enhancements to OzChase which will benefit all participants in the sport.

**Macro Meats Managing Director Ray Borda and GBOTA President Geoff Rose at the Macro Meats Golden Easter Egg final**







### 2012/13 Racing Review

Most racing seasons are defined by one moment. A moment that has to be seen to be believed and one that will be talked about by greyhound racing fans for years.

Amazingly, the 2012/13 racing season did not just have one defining moment, but multiple performances that will no doubt stand the test of time for decades.

First, there was the NSW trainer who travelled more than 60,000 kilometres with his family and greyhounds in his pursuit to win the GRNSW Country Challenge.

Then there was the greyhound who pulled off the rare accomplishment of winning two Derbys in one season, totally dominating his age group in the process.

That was followed by a greyhound who lowered track records at both Wentworth Park and Richmond, setting times many experts believe will not be matched for some time.

And of course there was greyhound racing's own version of the Six Million Dollar Man, Paul Wheeler, who capped off another remarkable season by winning Australia's most prestigious race - the Macro Meats Golden Easter Egg.

Yes, it's fair to say that 2012/13 saw some incredible achievements.

And it all started at Dapto in July with the running of the Sportingbet Megastar, where a terrific field lined up for the first group race of the 2012/13 season.

While some of the biggest trainers in the sport were favoured to take out the race, it was little known hobby trainer Ken Lewis - based in the Sydney suburb of Raby - who won the \$40,000 feature with his kennel star Bye Bye Bucks.

It would mark the start of a brilliant run of form for Bye Bye Bucks, with the speedy sprinter taking out the Mutlicam Black Top at Unibet Gardens in September, a result that cemented Bye Bye Bucks as the best sprinter in NSW.

One race that was out of Bye Bye Bucks' reach was the Group 3 Chairman's Cup at Wentworth Park - the first staying group race in NSW for 2012/13.

If losing yet another Bledisloe Cup series to New Zealand in the rugby union earlier in the year wasn't enough for tortured Australians, then the little known New Zealand greyhound Know Peace rubbed more salt into their wounds by defeating his more fancied Aussie rivals to win the historic race.

A month later and the cream of the crop of the greyhound racing ranks from regional and rural NSW descended on Wentworth Park to compete in the K.S. Black & Co. Country Challenge Showdown Final.

The Showdown was the culmination of 20 races at 20 NSW Non-TAB tracks across 10 months.

For trainer Norm Becroft, the Showdown also marked the end of the goal he set himself to win the GRNSW Country Challenge. This pursuit saw Becroft cover more than 60,000 kilometres throughout 2012, travelling to towns as remote as Broken Hill and Gunnedah with his greyhounds to compete in Country Challenge races.

Becroft's dedication was rewarded, with the Kurrajong mentor taking home the \$12,500 prize for training the overall winner Go Mini Mouse. Becroft also qualified an incredible four of the eight finalists for the Showdown.

However, Becroft's power in numbers in the Showdown was no match for the might of Stanford Merthyr trainer Troy Callaghan and his kennel star Dozen Matter, who scored a runaway win.

On the same night, Tasmanian Bell Haven announced her arrival as one of Australia's top stayers by winning the Group 3 Sydney Cup.

The terrific staying action continued throughout October and November with the staging of the Sportingbet Super Stayers Series. The series, which showcased the best stayers NSW has to offer, was taken out by Zsa Zsa, while the Ron Bell-trained Hot Buzzard won the \$22,500 final.

The win by Hot Buzzard capped off a remarkable year for Bell, with the former coal miner claiming his first Wentworth Park trainers' premiership in 2012. The feat was made all the more remarkable considering Bell had only been training full time for just over a year.

The final Group 1 of 2012 was the historic Centrebet Vic Peters Classic at Wentworth Park - a race that usually unearths the best young talent in greyhound racing. This edition of the race was no different, with the Jason Thompson trained Proven Nitro defeating a stellar field to claim the \$75,000 prize.

The new year brought about the new look Group 1 Centrebet Paws Of Thunder, which for the first time was being held in January and staged over a reduced period of two weeks.

While the Paws Of Thunder had a new feel about it, the eventual winner was no stranger to winning Group 1 events, with master trainer John Finn guiding Sheikha to victory. There were jubilant scenes following the win, with Sheikha's part owners Peter Davis and Gerard Guthrie - both prominent greyhound racing media identities - lapping up their biggest win in the sport.

In February, it was Newcastle's turn to take centre stage with Unibet Gardens staging two Group 1 events - the Newcastle Herald National Derby and the Dogpro National Futurity.

The National Futurity was marked by a dominant performance by Jason Mackay, who trained the quinella in the race, with



the former South Australian Sometimes Speedy defeating her more favoured kennelmate Punch One Out (more about her shortly).

In the National Derby, it was the Mark Azzopardi-trained Jagger Swagger who scored a runaway win for his first Group 1 success.

Just under a month later and Jagger Swagger lined up in the Richmond Derby, aiming for an unlikely derby double. And the speedster did not disappoint, putting in a dominant performance to win the Richmond Derby and go into the record books as one of the few greyhounds to win two derbys in one racing season.

Unfortunately for trainer Jason Mackay, Punch One Out could not back up her performance in the Golden Easter Egg final and finished down the track behind the eventual winner Grigorieva Bale.

Grigorieva Bale's win chalked up another Group 1 victory for Australia's biggest owner/breeder Paul Wheeler. The win capped off a terrific season for the Boorowa-based Wheeler, who credited the win to the fantastic job undertaken by Grigorieva Bale's training team, the Dailly family.

Amazingly for the Daillys, despite all their success, it was the first time they had won the Golden Easter Egg - a win they described as one of their biggest thrills in the sport.



Easter heralded the arrival of the Macro Meats Golden Easter Egg series, which saw the best greyhounds in Australia descend on Wentworth Park to try and win the \$250,000 feature.

And while the Golden Easter Egg final was the race everyone wanted to see, it was one of the semi finals a week prior that had everyone talking.

With the track lightning quick on semi final night, murmurs started to circulate around Wentworth Park that Noble Pedro's 520m track record - set in 2011 - could fall.

The first three semi finals came and went with the track record still intact. But then Punch One Out stepped out in the last semi final to obliterate the track record by 0.16 seconds, setting a new mark of 29.27 - a record many predict will not be bettered for years.

On the same night as the Golden Easter Egg final, Fancy Liza gave trainer Chris Spratt one of the biggest thrills in his career by winning the Group 1 Hotham Body Repairs Association Cup over the 720m, defeating Bell Haven and Back Page Lead.

Bell Haven, however, was not out of the winners' circle for long, bouncing back to her brilliant best with a last-stride win in the Group 3 Belfair Cup (720m) at Wentworth Park. Meanwhile the Sharron Webster-trained Lagoon Lowanna broke through for a much-deserved Group race victory at Wentworth Park in the Group 3 Evans & Son Jewellers Ladies Bracelet Final.

The racing season rounded off in June but not before Paul Wheeler could grab a final Group 1, taking out the Rapidvite Peter Mosman Classic with new sprinting sensation Xylia Allen - Wheeler's third consecutive win in the race.



**Eve McGregor** BA LLB

### Chairman

Ms McGregor is a Corporate Lawyer with extensive in house experience in the areas of media rights, licensing and distribution, copyright and general commercial matters. Ms McGregor was appointed to the Board of GRNSW in February 2012.

Previously, Ms McGregor was a Senior Corporate Lawyer at Sky Channel and Tabcorp, and prior to this held senior legal roles with the Australasian Performing Rights Association, the Australasian Mechanical Copyright Owners Society and Southern Star Entertainment.

Ms McGregor is currently the Legal and Business Affairs Manager of The Wiggles Pty Ltd and is also temporarily acting as the Head of Legal and Regulatory Affairs for Commercial Radio Australia Ltd.

Ms McGregor has been Chairman of GRNSW since February 2012.



**David Clarkson** MA (Oxon) FCA

### Deputy Chairman

Mr Clarkson is a Chartered Accountant, having worked for Ernst & Young in London and Sydney. He was appointed to the Board of GRNSW in February 2012.

He is also currently the Financial Controller and Company Secretary of the Australian Financial Markets Association. From 1987 to 2006 he was the Finance Manager of the Australian Jockey Club and is a former Director of the Dubbo Turf Club.





**George Bawtree**

Mr Bawtree is a consultant working in the public sector, particularly on major infrastructure projects and refinancing in the area of stakeholder relations, communications and probity.

He was appointed to the Board of GRNSW in February 2012.

From 2004 to 2007 he was Chief Executive of GRNSW and prior to this held senior positions at Sydney Water. Mr Bawtree has extensive involvement in volunteer based professional, community and sporting organisations.



**Murray Nicol** MBA (MGSM)

Mr Nicol was appointed to the Board of GRNSW in May 2008.

His 40 years experience in nearly all facets of the gaming and wagering industry commenced with the NSW TAB in 1969.

He has formerly held senior positions with AWA Totalisators, Club KENO, Stargames and Shuffle Master Inc. USA and consulting positions to NSW Racing, Tabcorp Victoria and Sportsbet Australia (NT).

Mr Nicol is also a past President of the New South Wales National Coursing Association.



**Joyce Alamango**

Ms Alamango was first appointed to the Board of GRNSW in February 2008. Ms Alamango has been an active owner and trainer in greyhound racing for more than 32 years.

Ms Alamango was a member of the Greyhound Racing Authority (GRA) Board between 2001 and 2003 and during her term as a Director of GRA chaired the Central Grading Sub Committee.

Ms Alamango has served on the GRA Track and Safety Committee, the Greyhound & Harness Animal Welfare Committee and the GRNSW Veterinary Advisory Committee. She has been a strong supporter of animal welfare initiatives including Greyhounds As Pets, Greenhounds and the GRNSW Welfare and Veterinary Services Unit.

She was the Trainers representative on the Greyhound Racing Industry Participants Advisory Committee (GRIPAC) and was previously Secretary of the Registered Greyhound Participants Association (RGPA).



## Members

Members of the Greyhound Racing NSW Board are appointed under the Greyhound Racing Act 2009. The names and particulars of the Board Members in office on the day this report is made out are as indicated on pages 24 and 25.

## Board Membership Changes

Board Members are appointed for a term of four years under the Greyhound Racing Act 2009. The current term expires in February 2016.

There have been no changes to the GRNSW Board in this financial year.

## Meetings of Board Members

During the financial year, the Board met twelve times. Attendance at meetings was as follows:

Board Members	Attended	Held
E. McGregor	12	12
D. Clarkson	11	12
J. Alamango	12	12
G. Bawtree	12	12
M. Nicol	12	12

During the period 1 July 2012 to 30 June 2013, there were no occasions when substitute delegates attended meetings of the Board.

## Meetings of Board Committees

The Board of GRNSW has established two Committees to consider matters relating to the functions below, as well as other matters as allocated to each Committee by the Board of GRNSW from time to time, and to prepare reports and recommendations on such matters for the Board to consider as a whole.

The appointed permanent members of a Committee form the core membership of each Committee. However any member of the Board who is not a permanent member of a Committee may attend any meeting of the Committee.

## Audit and Compliance Committee

The Audit and Compliance Committee is responsible for overseeing and appraising the quality of the external audit and the internal control procedures, as well as setting, reviewing and ratifying corporate compliance policies, and overseeing the implementation of a corporate compliance system regarding financial, policy and employment issues, with a particular focus on:

- Financial reporting and practices;
- Business ethics, policies and practices;
- Accounting policies; and
- Management and internal controls.

During the financial year, the Audit Committee met on one occasion.

Committee Members	Attended	Held
D. Clarkson*	1	1
G. Bawtree*	1	1

\*Core Members of the Audit Committee of the Board are David Clarkson and George Bawtree.

## Remuneration and Nomination Committee

The Remuneration and Nomination Committee is responsible for recommending to the Board:

- The appointment of a Chief Executive;
- The policy for payment of remuneration and allowances to Directors/members; and
- Undertaking a detailed review of the Chief Executive's performance.

During the financial year, the Remuneration and Nomination Committee did not meet. The review of the Chief Executive's performance was undertaken during a normal board meeting.

## Indemnification of Officers and Auditors

GRNSW has paid an insurance premium for Directors and Officers liability insurance for Members of the Board and management. GRNSW has not otherwise, during or since the financial year, indemnified or agreed to indemnify an Officer or auditor of itself or of any related body corporate against a liability incurred as such by an Officer or auditor.







Established under the NSW Greyhound Racing Act 2009, the Greyhound Racing Industry Consultation Group (GRICG) has the function of consulting with and making recommendations to GRNSW on matters concerning greyhound racing in NSW.

The members of GRICG are honorary and no remuneration is payable to them in respect of the duties they perform.

### GRICG Membership

#### Ron Arnold (Chairperson)

Country Clubs Representative

#### George Hayes (Deputy Chairperson)

NSW Greyhound Breeders Owners and Trainers Association

#### Paul Mack

TAB Clubs Representative

#### Bob Green

NSW Greyhound Breeders Owners and Trainers Association

#### Mark Merlino

Bookmakers representative

#### Mark Alamango

Registered Greyhound Participants Association

### GRICG Chairperson's Report

At the 23 January 2013 meeting I was elected Chairperson of GRICG following the resignation of Mrs Christine Mackenzie as Chairperson and TAB Clubs Representative. GRICG members would like to thank Christine for her extensive contribution during her time as Chairperson and wish her all the best with her personal endeavours.

Mr Paul Mack replaced Mrs Mackenzie as the TAB Clubs Representative.

GRICG held four meetings during 2012/13 and discussed a range of issues, including:

- Performance Trials;
- The Grading Policy;
- Equality between Category A and Category B TAB race meetings;
- Nominations closing times;
- Centralised prize money payments;
- The racing calendar; and
- Country racing.

GRICG is focused on consulting with industry participants on key issues facing the sport of greyhound racing. We look forward to getting our hands dirty over the next year and to continuing to voice the concerns of participants, who we encourage to raise issues directly with us.

Ron Arnold  
GRICG Chairperson



Macro Meats Golden Easter Egg winner Grigorieva Bale

## 2012/13 Payments to Clubs



Club / Entity	SOD Payments	Club Incentive Scheme	On Course Tote	Total
Armidale	89,960	2,643	0	92,603
Broken Hill	156,000	3,689	1,759	161,448
Casino	1,155,100	77,269	38,318	1,270,687
Coonabarabran	91,780	0	0	91,780
Coonamble	110,500	0	0	110,500
Cowra	123,500	5,323	0	128,823
Dapto	1,500,203	73,281	102,528	1,676,012
Dubbo	486,880	22,028	26,257	535,165
Forbes	13,000	0	0	13,000
GBOTA - Appin	182,000	21,028	5,115	208,143
GBOTA - Bathurst	906,063	15,027	38,856	959,946
GBOTA - Bulli	1,176,980	8,925	45,791	1,231,696
GBOTA - Gosford	1,217,295	12,408	60,398	1,290,101
GBOTA - Gunnedah	167,700	17,000	3,051	187,751
GBOTA - Lismore	1,357,600	7,397	29,633	1,394,630
GBOTA - Maitland	1,133,280	23,153	43,851	1,200,284
GBOTA - Temora	182,000	5,093	2,422	189,515
GBOTA - Wentworth Park	9,462,278	100,000	305,569	9,867,847
Goulburn	459,595	1,967	10,438	472,000
Grafton	420,280	39,231	27,945	487,456
Kempsey	162,500	10,217	2,689	175,406
Lithgow	245,960	3,561	0	249,521
Moree	52,416	0	939	53,355
Mudgee	90,480	2,432	0	92,912
Muswellbrook	175,500	1,901	0	177,401
NCA - The Gardens	2,631,751	10,171	110,289	2,752,211
Nowra	878,785	28,060	34,368	941,213
Richmond	1,878,140	0	92,928	1,971,068
Social Club	143,000	0	7,252	150,252
Tamworth	130,000	0	1,531	131,531
Taree	161,460	26,295	2,351	190,106
Tweed Heads	245,440	0	35,114	280,554
Wagga Wagga	327,680	37,000	15,610	380,290
Wauchope	148,460	15,796	0	164,256
Young	120,380	6,268	1,132	127,780
<b>TOTALS</b>	<b>27,783,946</b>	<b>577,162</b>	<b>1,046,134</b>	<b>29,407,242</b>



## 2012/13 Capital Funding Activity Summary

Club / Entity	MVIA Funding	Other Funding	Total
Armidale	12,685	0	12,685
Broken Hill	7,740	0	7,740
Casino	17,098	0	17,098
Coonabarabran	17,075	0	17,075
Coonamble	10,534	0	10,534
Cowra	2,104	0	2,104
Dapto	35,759	0	35,759
Dubbo	21,200	43,052	64,251
Forbes	0	0	0
GBOTA - Appin	13,720	-420	13,301
GBOTA - Bathurst	17,803	739	18,542
GBOTA - Bulli	36,396	0	36,396
GBOTA - Gosford	36,752	0	36,752
GBOTA - Gunnedah	14,086	0	14,086
GBOTA - Lismore	30,633	-7,408	23,225
GBOTA - Maitland	15,288	0	15,288
GBOTA - Temora	13,486	0	13,486
GBOTA - Wentworth Park	0	86,282	86,282
Goulburn	12,543	-18,828	-6,285
Grafton	25,459	52,710	78,169
Kempsey	9,556	0	9,556
Lithgow	8,387	0	8,387
Moree	0	0	0
Mudgee	13,785	0	13,785
Muswellbrook	11,963	0	11,963
NCA - The Gardens	26,241	51,844	78,085
Nowra	2,487	0	2,487
Richmond	6,000	83,473	89,473
Social Club	4,829	0	4,829
Tamworth	9,970	0	9,970
Taree	0	1,560	1,560
Tweed Heads	0	0	0
Wagga Wagga	19,981	0	19,981
Wauchope	10,623	0	10,623
Young	3,056	0	3,056
GRNSW / Industry Wide	0	705,175	705,175
<b>TOTALS</b>	<b>467,237</b>	<b>998,180</b>	<b>1,465,417</b>

**Notes:** A negative figure indicates where funding approved in a prior year was not fully expended when the project was closed.

Throughout the 2012/13 financial year GRNSW funded a number of maintenance items and capital projects across NSW including:

- \$400,000 for the ongoing development of the OzChase computer system;
- \$106,571 for the ongoing development of thedogs.com.au website including the mobile site;
- \$66,784 for starting box rejuvenation & relocation;
- \$10,720 for wash bay redesign at Wentworth Park;

- \$13,720 for kennel floor resurfacing at Wentworth Park;
- \$33,472 for track irrigation upgrade at Richmond; and
- \$41,990 for track irrigation upgrade at Dubbo.

Over the past year GRNSW approved a total of 18 capital projects and a total of 258 projects through the Maintenance & Venue Improvement Allowance program.





	FY09	FY10	FY11	FY12	FY13
<b>Racing Activity</b>					
<b>Number of Race Meetings Conducted</b>					
Metropolitan	106	104	105	106	105
TAB	523	572	726	731	764
Non-TAB	753	698	550	496	429
<b>Number of Races Conducted</b>					
Metropolitan	1,068	1,040	1,050	1,053	1,052
TAB	5,287	5,339	7,369	7,525	7,671
Non-TAB	7,890	7,852	5,790	5,338	4,502
<b>Number of Starters</b>					
Metropolitan	8,122	7,966	8,096	8,119	8,095
TAB	40,760	41,007	56,416	57,679	59,620
Non-TAB	57,320	57,304	42,764	40,357	33,944
<b>Participant Returns</b>					
<b>Total Prizemoney paid</b>					
Metropolitan	6,246,067	6,785,935	6,923,275	7,222,138	7,315,685
TAB	7,952,697	9,989,882	12,326,482	12,423,075	12,775,616
Non-TAB	3,234,822	4,163,472	2,960,721	2,823,203	2,512,992
<b>Total Prizemoney paid as a percentage of distribution received</b>					
Metropolitan	77%	102%	102%	102%	100%
TAB	103%	107%	109%	109%	106%
Non-TAB	114%	110%	115%	117%	113%
<b>Consumer Activity</b>					
<b>Paying attendees at NSW greyhound meetings</b>					
Metropolitan	45,618	51,378	47,251	48,600	52,506
TAB	64,334	62,062	82,037	83,297	87,462
Non-TAB	70,982	70,305	49,295	46,329	46,037
<b>Average paying attendees per meeting</b>					
Metropolitan	430	494	450	458	500
TAB	123	109	113	114	114
Non-TAB	94	101	90	93	107
<b>On-course totalizator turnover on NSW greyhound meetings</b>					
Metropolitan	7,761,102	7,598,177	5,116,772	6,785,498	6,099,532
TAB	14,520,691	14,207,473	14,763,312	15,486,267	13,558,647
Non-TAB	4,169,744	2,588,494	1,583,280	1,597,957	1,265,349
<b>Total TAB turnover on NSW greyhound meetings</b>					
	270,078,774	280,523,000	313,311,744	317,782,520	320,126,692
<b>Wagering Market share of NSW greyhound product with TAB Ltd</b>					
	17.1%	17.2%	19.7%	19.6%	19.6%
<b>Government Revenue</b>					
<b>Government revenue from TAB turnover on NSW greyhound meetings</b>					
	17,898,120	18,556,998	20,726,020	21,021,768	21,176,839

MULTIQUIP

MACRO MEATS

Schweppes®

AAA Radiator Specialists

(02) 9798 1888 www.aaaradiator.com.au

FIRE UP  
CENTREBET

LET'S RAISE THE STAKES FOR  
CYSTIC FIBROSIS



GREYHOUND RACING AUSTRALIA







## Greyhounds

Year	Litters Registered	Greyhounds Named
2003-04	1,310	6,218
2004-05	1,540	5,364
2005-06	1,625	6,434
2006-07	1,336	6,039
2007-08	1,313	6,054
2008-09	1,305	5,505
2009-10	1,306	6,595
2010-11	1,276	5,491
2011-12	1,069	6,141
2012-13	1,148	5,689

## Wagering and Racing

### NSW Greyhound Market Share by Wagering Provider

	Market Share
Totalisators	76.2%
Corporate Bookmakers	20.9%
Betting Exchanges	2.9%
<b>Total</b>	<b>100%</b>

## Participants

### Trainers

Year	Trainers	Owner/Trainers	Attendants
2003-04	1,498	4,282	748
2004-05	1,687	4,698	936
2005-06	1,497	4,215	700
2006-07	1,690	4,534	802
2007-08	1,607	2,653	1,400
2008-09	1,753	2,704	1,502
2009-10	1,553	2,329	1,233
2010-11	1,595	2,330	1,342
2011-12	1,589	2,082	1,170
2012-13*	1,432	1,755	942

\*GRNSW membership renewals took place in 2012/13 and at the time of compilation of these statistics, only 77% of the participant base had renewed their memberships.

Owner/Trainer and Attendant categories reclassified from 1 July 2007.







Greyhound Racing NSW is subject to the provisions of the Government Information (Public Access) Act 2009. During 2012/13 there were three requests for information received.

**Table A: Number of applications by type of applicant and outcome\***

	Access granted in full	Access granted in part	Access refused in full	Information not held	Information already available	Refuse to deal with application	Refuse to confirm/deny whether information is held	Application withdrawn
Media	1	1		1				
Members of Parliament								
Private sector business								
Not for profit organisations or community groups								
Members of the public (application by legal representative)								
Members of the public (other)	1			1				

\* More than one decision can be made in respect of a particular access application. If so, a recording is made in relation to each such decision. This also applies to Table B.

**Table B: Number of applications by type of application and outcome**

	Access granted in full	Access granted in part	Access refused in full	Information not held	Information already available	Refuse to deal with application	Refuse to confirm/deny whether information is held	Application withdrawn
Personal information applications								
Access applications (other than personal information applications)	2	1		2				
Access applications that are partly personal information applications and partly other								

**Table C: Invalid applications**

Reason for invalidity	No of applications
Application does not comply with formal requirements (section 41 of the Act)	
Application is for excluded information of the agency (section 43 of the Act)	
Application contravenes restraint order (section 110 of the Act)	
<b>Total number of invalid applications received</b>	0
Invalid applications that subsequently became valid applications	



**Table D: Conclusive presumption of overriding public interest against disclosure: matters listed in Schedule 1 to Act**

	Number of times consideration used
Overriding secrecy laws	
Cabinet information	
Executive Council information	
Contempt	
Legal professional privilege	
Excluded information	
Documents affecting law enforcement and public safety	
Transport safety	
Adoption	
Care and protection of children	
Ministerial code of conduct	
Aboriginal and environmental heritage	

**Table E: Other public interest considerations against disclosure: matters listed in table to section 14 of Act**

	Number of occasions when application not successful
Responsible and effective government	
Law enforcement and security	
Individual rights, judicial processes and natural justice	
Business interests of agencies and other persons	
Environment, culture, economy and general matters	
Secrecy provisions	
Exempt documents under interstate Freedom of Information legislation	

**Table F: Timeliness**

	Number of applications
Decided within the statutory timeframe (20 days plus any extensions)	3
Decided after 35 days (by agreement with applicant)	
Not decided within time (deemed refusal)	
Total	3

**Table G: Number of applications reviewed under Part 5 of the Act (by type of review and outcome)**

	Decision varied	Decision upheld	Total
Internal review			
Review by Information Commissioner			
Internal review following recommendation under section 93 of Act			
Review by ADT			
Total			0

**Table H: Applications for review under Part 5 of the Act (by type of applicant)**

	Number of applications for review
Applications by access applicants	
Applications by persons to whom information the subject of access application relates (see section 54 of the Act)	





# FINANCIAL STATEMENTS

For The Year Ended 30 June 2013

GREYHOUND RACING NEW SOUTH WALES

ABN 61 018 166 136

## CONTENTS

Statement of Profit or Loss and other Comprehensive Income	38
Statement of Financial Position	39
Statement of Changes in Equity	40
Statement of Cash Flow	40
Notes to the Financial Statements	41
Declaration by Members of the Board	46
Auditor's Independence Declaration	47
Independent Audit Report	48



## GROUP STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

**For The Year Ended 30 June 2013**

	Note	2013 \$	2012 \$
<b>Income</b>			
Product fees		30,448,406	30,704,497
Racefield information use fees		6,734,242	8,905,038
Deferred revenue realised	12	-	6,913,157
Industry & strategy		610,113	434,467
Media & content		631,829	599,923
Growth & sustainability		356,959	181,139
Integrity		63,576	43,100
Blue Paws		107,355	106,953
Interest	1 (h)	294,052	556,102
International GST Recovery		652,610	-
Miscellaneous		6,202	65,857
<b>Total Income</b>		<b>39,905,344</b>	<b>48,510,233</b>
<b>Expenditure</b>			
Prizemoney		21,545,817	21,222,888
Club administration & funding		8,915,036	8,269,774
Corporate & finance		2,594,509	2,090,023
Integrity		3,502,634	3,231,513
Media & content		1,011,097	951,750
Industry & strategy		1,385,681	903,355
Industry infrastructure		1,465,417	3,172,681
Growth & sustainability		758,661	600,074
Blue paws bonus payments		383,725	325,753
Country challenge		47,500	132,750
NCA loan forgiven (Gardens purchase)	1 (l)	-	2,100,000
Loss on sale of fixed assets		11,687	187,347
Impairment expense	1 (l)	-	149,503
Depreciation		306,324	55,576
Bank charges		21,892	21,694
Other		65,262	34,747
<b>Total Expenditure</b>		<b>42,015,242</b>	<b>43,449,428</b>
<b>(Loss)/Surplus for the Year</b>		<b>(2,109,898)</b>	<b>5,060,805</b>

*The accompanying notes form part of these financial statements.*



## GROUP STATEMENT OF FINANCIAL POSITION

**As At 30 June 2013**

	Note	2013 \$	2012 \$
<b>Current Assets</b>			
Cash and cash equivalents	3	8,463,821	4,400,966
Trade receivables	4	9,721,758	10,114,166
Other current assets	6	675	4,175
<b>Total Current Assets</b>		<b>18,186,254</b>	<b>14,519,307</b>
<b>Non-Current Assets</b>			
Property, plant & equipment	7	1,558,695	1,726,387
Loan receivables	5	6,945,355	6,875,355
<b>Total Non-Current Assets</b>		<b>8,504,050</b>	<b>8,601,742</b>
<b>Total Assets</b>		<b>26,690,304</b>	<b>23,121,049</b>
<b>Current Liabilities</b>			
Payables	8	12,834,757	6,787,571
Provisions	9	1,111,839	1,479,872
<b>Total Current Liabilities</b>		<b>13,946,596</b>	<b>8,267,443</b>
<b>Total Liabilities</b>		<b>13,946,596</b>	<b>8,267,443</b>
<b>Net Assets</b>		<b>12,743,708</b>	<b>14,853,606</b>
<b>Equity</b>			
Reserves		676,386	676,386
Retained surplus		12,067,322	14,177,220
<b>Total Equity</b>		<b>12,743,708</b>	<b>14,853,606</b>

*The accompanying notes form part of these financial statements.*





**GROUP STATEMENT OF CHANGES IN EQUITY**  
**For The Year Ended 30 June 2013**

	<b>2013</b> \$	<b>2012</b> \$
Retained surplus as at 1 July	14,177,220	9,116,415
(Loss)/Surplus for the year	(2,109,898)	5,060,805
Retained surplus as at 30 June	12,067,323	14,177,220
Reserves as at 1 July	676,386	65,523
Transfer to/(from) reserves	-	610,863
Reserves as at 30 June	676,386	676,386
	<b>12,743,708</b>	<b>14,853,606</b>

**GROUP STATEMENT OF CASH FLOW**  
**For The Year Ended 30 June 2013**

	<b>Note</b>	<b>2013</b> \$	<b>2012</b> \$
<b>Cash Flows from Operating Activities</b>			
Receipts from operations		43,572,421	52,749,544
Payments to suppliers and employees		(39,743,027)	(59,012,833)
Interest received		294,052	556,102
<b>Net cash provided by/(used in) operating activities</b>	11	4,123,446	(5,707,187)
<b>Cash Flows from Investing Activities</b>			
Net payments for property, plant and equipment		(60,591)	(1,358,899)
<b>Net cash (used in)/provided by operating activities</b>		(60,591)	(1,358,899)
<b>Net increase /(decrease) in cash and cash equivalents held</b>		4,062,855	(7,066,086)
Cash and cash equivalents at 1 July		4,400,966	11,467,052
Cash and cash equivalents at 30 June	3	8,463,821	4,400,966

*The accompanying notes form part of these financial statements.*



## NOTES TO THE FINANCIAL STATEMENTS

### For The Year Ended 30 June 2013

#### 1. STATEMENT OF ACCOUNTING POLICIES

Greyhound Racing New South Wales (GRNSW) is a reporting entity.

GRNSW is an independent body corporate established under the Greyhound Racing Act 2009 to represent, fund and control the commercial operations of the greyhound racing industry in New South Wales. It commenced operations on 10 February 2003.

The financial report is a general purpose financial report that has been prepared in accordance with Accounting Standards, including Accounting Interpretations and other pronouncements of the Australian Accounting Standards Board.

The financial report includes figures for the Group.

The following is a summary of the material accounting policies adopted by the entity in the preparation of the financial report. The accounting policies have been consistently applied unless otherwise stated.

#### Basis of Preparation

The financial report has been prepared on an accruals basis and is based on historical costs.

#### (a) Property, Plant and Equipment

Each class of property, plant and equipment is carried at cost, less where applicable, any accumulated depreciation and impairment losses, where applicable.

#### Plant and Equipment

Plant and equipment are carried at cost less accumulated depreciation and impairment losses.

The carrying amount of plant and equipment is reviewed annually by the Board to ensure it is not in excess of the recoverable amount from those assets. The recoverable amount is assessed on the basis of the accepted net cash flows which will be received from the assets employment and subsequent disposal. The expected net cash flows have not been discounted to present values in determining recoverable amounts.

#### Depreciation

Property, plant and equipment including capitalised lease assets are depreciated on a straight line basis over their useful lives to GRNSW, commencing from the time the asset is held ready for use. Fixed asset purchases of items below \$5,000 are written off to expense in the year of acquisition.

The depreciation rates used for each class of depreciation assets are:

Class of Fixed Asset	Depreciation Rate	%
Office equipment		40
Computer equipment		40
Furniture fittings		15
Motor vehicles		22.5
Leasehold improvements		12.5

The asset's residual values and useful lives are reviewed and adjusted if appropriate at each balance date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.



## NOTES TO THE FINANCIAL STATEMENTS

**For The Year Ended 30 June 2013**

### **(a) Property, Plant and Equipment (continued)**

Gains and losses on disposal are determined by comparing proceeds with the carrying amount. These gains or losses are included in the statement of comprehensive income. When revalued assets are sold, amounts included in the revaluation reserve relating to that asset are transferred to retained earnings.

### **(b) Leases**

Lease payments for operating leases, where substantially all the risks and benefits remain with the lessor, are charged as an expense in the periods in which they are incurred.

Lease incentives for operating leases are recognised as a liability and amortised on a straight line basis over the life of the lease terms.

### **(c) Insurance**

Insurance policies are held to cover all material risks. The insurance coverage is reviewed annually to ensure adequate cover for all risk areas.

### **(d) Financial Instruments**

#### **Recognition**

Financial instruments are initially measured at cost on trade date, which includes transaction costs, when the related contractual rights or obligations exist. Subsequent to initial recognition, these instruments are measured as set out below.

#### **Loans and Receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are stated at amortised cost using the effective interest rate method.

#### **Financial Liabilities**

Non-derivatives financial liabilities are recognised at amortised cost, comprising original debt less principal payment and amortisation.

#### **Impairment**

At each reporting date, the entity assesses where there is objective evidence that a financial instrument has been impaired. Losses are recognised in the statement of comprehensive income.

### **(e) Employee Benefits**

Provision is made for GRNSW liability for employee benefits arising from services rendered by employees to balance date. Employee benefits that are expected to be settled within one year have been measured at the amounts expected to be paid when the liability has been settled plus related on costs. Employee benefits payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those benefits.

### **(f) Superannuation Commitments**

Superannuation contributions made on behalf of employees are charged as expenses when incurred.

### **(g) Cash and Cash Equivalents**

Cash and cash equivalents include cash on hand and deposits held at call with banks.

### **(h) Revenue**

Revenue is brought to account on an accruals basis.

Interest revenue is recognised on a proportional basis taking into account the interest rates applicable to the financial assets. Cash is invested in a NSW Treasury Corporation Cash Facility which returned on average 4.75% per annum during the financial year.





## NOTES TO THE FINANCIAL STATEMENTS

For The Year Ended 30 June 2013

**(h) Revenue (continued)**

All revenue is recognised net of the amount of goods and services tax (GST).

**(i) Receivables, Payables and Accruals**

Accounts receivables generally settled within 30 days are carried at amounts due.

Accounts payable including accruals not yet billed, are recognised when GRNSW becomes obliged to make future payments as a result of a purchase of assets or services. Accounts payable are generally settled within 30 days.

**(j) Goods and Services Tax (GST)**

Revenue, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or part of an item of expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

**(k) New Standards and Interpretations not yet adopted**

There are no material effects or disclosures arising from new accounting standards and interpretations.

**(l) The Gardens Acquisition Transaction**

GRNSW acquired a 70% share of the property known as The Gardens from the NSW National Coursing Association (NCA) on 1 March 2012. The transaction involved a \$2,100,000 interest free repayable loan to the NCA being forgiven and an additional payment of \$1,200,000. GRNSW's 70% share of the property was valued at \$1,050,000 resulting in an Impairment expense of \$149,503.

	2013 \$	2012 \$
<b>2. Auditors Remuneration</b>		
Results for the year has been determined after:		
Remuneration of Auditor - KS Black & Co	27,550	26,750
<b>3. Cash and Cash Equivalents</b>		
Cash at bank	8,462,671	4,399,816
Cash on hand	1,150	1,150
	<b>8,463,821</b>	<b>4,400,966</b>
<b>4. Trade Receivables</b>		
Receivables	9,721,758	10,114,166
<b>5. Loan Receivables</b>		
Bank Guarantee	377,674	377,674
Wentworth Park Trust	6,497,681	6,497,681
Other	70,000	-
	<b>6,945,355</b>	<b>6,875,355</b>



**NOTES TO THE FINANCIAL STATEMENTS**  
**For The Year Ended 30 June 2013**

Note	2013 \$	2012 \$
<b>6. Other Current Assets</b>		
Prepayments	675	4,175
<b>7. Property, Plant &amp; Equipment</b>		
Land - The Gardens - 70%	1,050,000	1,050,000
Office Equipment & Computers		
At cost	623,280	576,220
Accumulated depreciation	(486,690)	(488,323)
	136,590	87,897
Furniture & Fittings		
At cost	40,609	55,476
Accumulated depreciation	(27,029)	(26,654)
	13,580	28,822
Motor Vehicles		
At cost	485,002	456,269
Accumulated depreciation	(138,601)	(103,488)
	346,401	352,781
Website Development & Software		
At cost	578,820	579,155
Accumulated depreciation	(566,696)	(372,268)
	12,124	206,887
<b>Total Property, Plant and Equipment</b>	<b>1,558,695</b>	<b>1,726,387</b>
<b>8. Payables</b>		
Current		
Deferred Revenue	12	7,648,112
Accounts Payable	4,421,640	5,368,360
Australian Taxation Office	5	511,569
Sundry creditors and accruals	765,000	907,642
<b>Total Payables</b>	<b>12,834,757</b>	<b>6,787,571</b>
<b>9. Provisions</b>		
Current		
Provision for annual leave	359,704	312,103
Provision for long service leave	187,737	174,517
Provision for approved industry infrastructure funding	536,078	962,532
Other	28,320	30,720
<b>Total Current Provisions</b>	<b>1,111,839</b>	<b>1,479,872</b>



## NOTES TO THE FINANCIAL STATEMENTS

For The Year Ended 30 June 2013

	2013 \$	2012 \$
<b>10. Capital &amp; Leasing Commitments</b>		
Operating Lease Commitments		
Rental of Office Premises		
Non-cancellable operating lease commitments contracted for but not capitalised in the financial statements:		
Property Lease Payable:		
No later than one year	245,700	245,700
Later than one year but not later than five years	982,800	982,800
Later than five years	245,700	491,400
	<b>1,474,200</b>	<b>1,719,900</b>
<b>11. Reconciliation of Net Cash Provided by/(used in) Operating Activities to (Loss)/Surplus</b>		
(Loss)/Surplus	(2,109,898)	5,060,805
Depreciation	306,324	55,576
Changes in assets and liabilities:		
(Increase)/decrease in receivables	244,367	1,902,923
(Increase)/decrease in other assets	3,500	33,490
Increase/(decrease) in payables	6,047,186	(13,516,372)
Increase/(decrease) in provisions	(368,033)	756,391
<b>Net Cash Provided by/(Used in) Operating Activities</b>	<b>4,123,446</b>	<b>(5,707,187)</b>

**12. Deferred Revenue**

At the commencement of the 2011-12 financial year GRNSW held \$15,815,333 in Deferred Revenue representing Racefield Information Use Fees received from Tabcorp Holdings and TAB Ltd which remained in dispute. The dispute was settled during the 2011-12 financial year and saw GRNSW realise \$6,913,157 as income, whilst \$8,902,176 was repaid to TAB Ltd. The large repayment resulted in a significant decrease in net cash held by GRNSW in 2011-12.

The amount of \$7,648,112 shown in the current year represents Racefield Information Use Fees received from Tabcorp Holdings and TAB Ltd which remain in dispute. The dispute is expected to be settled in the first half of the 2013-14 financial year.



## DECLARATION BY MEMBERS OF THE BOARD

The Board of Greyhound Racing New South Wales declares that:

The financial statements and notes set out on pages 38 to 45 present fairly the financial position of Greyhound Racing New South Wales as at 30 June 2013 and its performance for the year ended on that date in accordance with Accounting Standards (including Australian Accounting Interpretations).

In the Board's opinion, there are reasonable grounds to believe that the entity will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Greyhound Racing New South Wales.

Dated: 14 October 2013



David Clarkson  
Greyhound Racing New South Wales - Deputy Chairman



George Bawtree  
Greyhound Racing New South Wales - Board Member

AUDITOR'S INDEPENDENCE DECLARATION  
TO THE DIRECTORS OF  
GREYHOUND RACING NEW SOUTH WALES

We hereby declare that to the best of our knowledge and belief, during the financial year ended 30 June 2013 there have been no:

- (i) contraventions of auditor independence requirements in relation to the audit and
- (ii) contraventions of any applicable code of professional conduct in relation to the audit.

**KS Black & Co**  
**Chartered Accountants**



Faizal Ajmat  
Partner

Level 1, 460 Church Street  
North Parramatta NSW 2151

Dated: 14 October 2013

# INDEPENDENT AUDIT REPORT FOR GREYHOUND RACING NEW SOUTH WALES

## Report on the Financial Report

We have audited the accompany financial report of Greyhound Racing New South Wales, which comprises of the statement of financial position as at 30 June 2013, and the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flow for the year ended on that date, a summary of significant account policies and other explanatory notes and the declaration by members of the Board as set out on pages 38 to 46.

## Responsibility for the Financial Statements

The Board of Greyhound Racing New South Wales are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including Australian Accounting Interpretations) and the financial reporting requirements of the entity's constitution. This responsibility includes establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

## Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. The Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involved performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. And audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Independence

In conducting our audit, we have complied with the independence declaration requirements of the Australian professional ethical pronouncements.

## Auditors Opinion

In our opinion the financial report of Greyhound Racing New South Wales is in accordance with the entity's constitution and

- (i) gives a true and fair view of the entity's financial position as at 30 June 2013 and of its performance of the year ended in that date; and
- (ii) complies with Australian Accounting Standards (including Australian Accounting Interpretations) and the entity's constitution.

## KS Black & Co Chartered Accountants



Faizal Ajmat - Partner

Level 1, 460 Church Street North Parramatta NSW 2151

Dated: 14 October 2013



# GREYHOUND RACING NSW

## **Head Office**

Building B, 1 Homebush Bay Drive  
Rhodes NSW 2138  
Tel: +61 2 8767 0500  
Fax: +61 2 9764 6244

•

## **Postal Address:**

PO Box 170  
Concord West NSW 2138

•

Email: [admin@grnsw.com.au](mailto:admin@grnsw.com.au)  
Web: [www.thedogs.com.au](http://www.thedogs.com.au)

•

## **Auditors**

KS Black & Co  
Level 1  
460 Church Street  
North Parramatta NSW 2151

•

## **Solicitors**

Thomsons Lawyers  
Level 25  
1 O'Connell Street  
Sydney NSW 2000

•

## **Bankers**

Commonwealth Bank of Australia  
1-3 Auburn Road  
Auburn NSW 2144

**GREYHOUND RACING NSW**



ABN 61 018 166 136

Building B, 1 Homebush Bay Drive,

Rhodes NSW 2138 Australia

Tel. 61.2.8767 0500

Fax. 61.2.9764 6244

Web. [www.thedogs.com.au](http://www.thedogs.com.au)