

# **Race Club and Key Stakeholders Monthly Report**









**No. 6**

**July 2014**

The logo for NZTR features the letters "NZTR" in a bold, black, sans-serif font. The text is centered within a grey, curved swoosh that starts from the left and curves upwards and then downwards to the right, resembling a stylized track or a swoosh.

**NZTR**

# Key Performance Indicators YTD

KPI	Actual	FY13	Budget	Commentary	Status
Funded prizemoney	\$45.0m	\$44.3m	\$45.4m	For the period ending 30 June 2014. Includes Special Interest and Iconic funding.	
Average funded prizemoney	\$16,739	\$15,914	\$16,466	For the period ending 30 June 2014. Ahead of FY13 and budget.	
Race meetings conducted	316	325	330	To 22 June 2014, against Business Plan (BP) 14-16 and Funding Model budget, applied YTD.	
Average field size	10.43	10.40	10.44	Average field size in NZ thoroughbred racing to 22 June 2014, against average field size in BP 14-16, applied YTD. Slight improvement on FY13 and slightly behind Budget.	
Races with less than 8 starters	426	390	371	To 22 June 2014 v pro rata amount 22 June 2013 for Budget. No significant positive change during comparison against Northern Region drought in FY13.	
Total starts	27,512	28,374	28,080	Total starts made by thoroughbreds to 22 June 2014, against budgeted starts in Business Plan 14-16, applied YTD. Behind last year & budget.	
Individual starters	5,180	5,267	5,161	Individual thoroughbreds making starts to 22 June 2014, against budget in BP 14-16, applied YTD. Projected to decline on FY13, but matches current budget.	
Domestic sales (FOB and Tote)	\$392.0m	\$395.2m	\$396.4m	Total domestic turnover to 22 June 2014, against budget in BP14-16, applied YTD. Turnover declining partly on decrease in races – per race turnover is actually up.	



On track or likely to achieve target










Still possible to achieve target but some risks to outlook



Low possibility of attaining FY14 target

# Key Performance Indicators YTD (cont'd)

KPI	Actual	FY13	Budget	Commentary	Status
Domestic market share	<b>54.08%</b>	<b>53.50%</b>	<b>53.54%</b>	Forecast for the ten months ending 31 May 2014. Below FY14 Budget and FY13 Actual.	
NZRB distribution to NZTR	<b>\$68.4m</b>	<b>\$67.3m</b>	<b>\$68.4m</b>	For the eleven months ending 30 June 2014 NZRB Distributions on budget.	
International royalties	<b>\$7.34m</b>	<b>\$8.65m</b>	<b>\$8.57m</b>	To 14 June 2014, against budget in BP14-16, applied YTD. Exchange rate impact and reduction in Sky 1 coverage.	
NZTR core op ex (excl. marketing)	<b>\$5.0m</b>	<b>\$4.9m</b>	<b>\$4.9m</b>	For the ten months ending 31 May 2014 Full Year forecast on budget.	
Females as % of individual starters	<b>48.40%</b>	<b>47.85%</b>	<b>48.92%</b>	Behind budgeted % of female individual starters as at 22 June 2014. However, further improvement on FY13 YTD.	
Races conducted at venues with 10+ mtgs p/a	<b>70.48%</b>	<b>64.96%</b>	<b>69.74%</b>	To 22 June 2014, % of races run at venues with 10+ meetings a year. Significant improvement on FY13 projected and ahead of budget.	
% of starts from strategic training tracks	<b>71.38%</b>	<b>70.70%</b>	<b>71.00%</b>	To 22 June 2014 a higher number of horses trained at Strategic Training Centres have started compared to FY14 budget. Improvement on FY13 also projected.	



On track or likely to achieve target



Still possible to achieve target but some risks to outlook



Low possibility of attaining FY14 target

# Key Projects as at 1 July 2014

Project	Commentary
<b>Strategic Planning Cycle</b>	<p>NZTR's strategic planning cycle has included recent meetings facilitated by David Cullwick, including meetings with:</p> <ol style="list-style-type: none"> <li>1. The Chairs and Chief Executives of the five largest racing clubs (Auckland Racing Club, Canterbury Jockey Club, the RACE Group, Waikato Racing Club and Hawke's Bay Racing in Auckland on 30 April 2014;</li> <li>2. Key stakeholder groups (NZ Trainers' Association, NZ Thoroughbred Racehorse Owners' Federation and New Zealand Thoroughbred Marketing) on 30 April 2014. The New Zealand Thoroughbred Breeders' Association nominated delegate did not attend as he had forgotten about the appointment while the New Zealand Jockeys' Association did not send a nominee. The New Zealand Trainers' Association was represented by its Executive Officer, Wendy Cooper;</li> <li>3. Major Race Club Managers held in Wellington on 30 April 2014 (Auckland Racing Club, the RACE Group, Counties Racing Club, Taranaki Thoroughbred Racing, Avondale Jockey Club, the TRAC Group, Hawke's Bay Racing, Matamata Racing Club).</li> <li>4. a joint Waikato Racing Club and NZTR strategic planning session facilitated by David Cullwick on 22 May 2014. The meeting was a very positive engagement with another session scheduled in a month's time.</li> <li>5. South Island racing clubs and key stakeholder groups at Oamaru on 12 June 2014;</li> <li>6. Leading northern trainers at Cambridge on 13 June 2014;</li> <li>7. Leading Central Districts trainers at Awapuni on 18 June 2014.</li> </ol>
<b>NZTR Structure</b>	<p>As a result of resignations of the GM, Racing (David Jewell) and, a month later, the Manager, Racing Operations (Ross Gove) to take up positions in racing in Australia, NZTR has made some structural changes including creation of a new role of General Manager, Planning and Projects reporting directly to the CE. This role and the vacant role of GM, Racing have been advertised and interviews with short-listed candidates will be conducted shortly.</p>
<b>Marketing Plan</b>	<p>A draft Marketing Plan has been considered by the NZTR Board. We have added a couple of graduates to the team to work on the digital side of the business, and we are also working with Delve Strategy as we look to overhaul core web and social media assets. On-course promotions will be managed by Janice Hill's on-course events team to work in conjunction with Clubs.</p> <p>A revamped, soon to be launched Social Racing is progressing well under the new management of Brent Cooper, with a 3-horse, paid-for offering to commence from 1 August 2014. The NZ Racing Desk is now feeding audio files and we'll look to add a video component in the future.</p>

# Key Projects as at 1 July 2014

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<p><b>Thoroughbred Racing Archives</b></p>	<p>NZTR has contracted an archivist to assess the contents of the Racing Museum and other collections currently stored in containers at Ellerslie and Penrose, and provide recommendations on the wider issue of preserving and making use of NZ Thoroughbred racing's history.</p> <p>This will consolidate the various collections stored in the three containers to determine what should be kept and what can be passed to the National Library or even discarded. This will also involve cross-referencing this collection with other collections including NZTR's own library and the NZTBA Stead Memorial Library (now in Arion Pedigrees' office in Cambridge).</p> <p>Consideration will also be given to an online Museum with current and historical entries.</p> <p>One example of how this can be done is the NSW State Library's <i>A Day at the Races</i> Collection, the digitisation of which was sponsored by Arrowfield Stud: <a href="http://www.sl.nsw.gov.au/discover_collections/society_art/races/index.html">http://www.sl.nsw.gov.au/discover_collections/society_art/races/index.html</a>. Other examples of <i>Horseracing History Online</i> include: <a href="http://www.horseracinghistory.co.uk/hrho/jsp/index.jsp">http://www.horseracinghistory.co.uk/hrho/jsp/index.jsp</a>.</p> <p>While the collection in Auckland contains a comprehensive range of reference material including books, magazines, photographs, prints and pictures, there is also a wide collection of objects such as one of the world's first automatic totalisator machines, riding scales, colours, caps, rugs, sashes, honour boards et cetera. These will be assessed separately for appropriate public display.</p>
<p><b>Health Checks &amp; Concussion Tests for Jockeys</b></p>	<p>NZTR is introducing Baseline Concussion Tests for all Jockeys . These will be conducted this year and then as required. The tests will be set up online by NZTR and Stewards will conduct the tests.</p> <p>NZTR is also introducing Rider Health Checks for all Jockeys in 2014. These checks will be conducted by Jockeys' General Practitioners to an international Rider Health Check standard and paid for by NZTR. Subsequently Health Checks will be conducted biennially at licence renewal time.</p> <p>These medical records will be stored in a confidential online environment to allow Stewards remote access on racedays in the event of an incident.</p>

