

# NSW Greyhound Breeders Owners and Trainers' Association Limited

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### **Annual General Meeting**

Dear Member,

You are hereby notified that the Annual General Meeting of the Association has been set down for Sunday, December 6, 2015 at the Greyhound Social Club, 140 Rookwood Road, Yagoona at 10am.

### **Agenda**

- Apologies
- 2. Confirmation of the Minutes of the Bi-Annual Meeting of May 17, 2015 and signing by the Chairman.
- 3. Business Arising from the Minutes.
- 4. Chairman's Report.
- 5. Review of the Association's Trading.
- 6. Adoption of the 2014/2015 Annual Financial Report.
- 7. Management and Directors' Reports.
- 8. General Business

## The NSW Greyhound Breeders, Owners & Trainers' Association Limited ACN 000 043 756

Registered by Greyhound Racing NSW

#### **Registered Office**

Suite 3, Level 2 Wentworth Park Grandstand, Wentworth Park Road, Glebe 2037

Phone: 02 9649 7166 Fax: 02 9649 7440

Email: gbota@gbota.com.au

www.gbota.com.au

#### **Patron**

**Leonard Herbert** 

#### **Directors**

- G. Rose, Chairman
- S. Absalom, Deputy Chairman,
- S. Bennison, J. Bertinato, R. Bligh, D. Carl, J. Cotroneo,
- A. Duggan, M. Eberand, G.Hayes

#### **Executive Officer**

**Brenton Scott** 

#### **Auditors**

Wealth Definition Chartered Accountants Suite 17, Level 1, 10 Park Street, Mona Vale NSW 2103

#### **Solicitors**

DCE Lawyers Pty Ltd Suite 5, Level 5, 84 Pitt St, Sydney 2000

#### **Bankers**

CBA

131 Vincent Street, Cessnock 2325

### Life Members

NAME Samuel Erneat South	YEAR OF AWARD
Samuel Ernest Scully	1978
Harold Staff	1978
Russell Lockyer Westerweller	1978
Ronald Best	1978
Michael (Mick) Morris	1979
Harold (Dick) Eugene Buttsworth	1979
Herbert (Bert) Augustus Neale	1979
Robert (Bob) Wilson Payne	1979
Rex Jackson	1980
Laurence (Laurie) Marcusson	1981
John (Jock) McDonald	1985
Neville Flanagan	1986
Peter Allen	1986
Peter John Mosman	1987
Norman Thomas Smith	1988
Percival (Perce) Fletcher	1989
Edward (Ted) Thompson	1992
Reginald John Hurst	1992
Hilton William (Bill) Baker	1992
Cyril Joseph Rowe	1992
William (Bill) Edward Wehrstedt	1992
Lionel Edward Nye	1992
Arthur John (Joe) Collier	1993
William George Bates	1993
Reginald John Hoskins	1997
Phillip Mark Perkins	1997
Leonard James Herbert	2000
Harold Woods	2001
Rita Mary Nye	2001
George Vincent Hayes	2001
John William Varley	2001
Ellen Mary (Molly) Harmer	2002
Robert John Fletcher	2005
William Albert Thorn	2005
Barry Thomas Henry Colless	2007
Geoffrey Leon Rose	2008
William (Bill) Schwencke	2008
Gabriel (Bill) Mangafas	2010
Gary Robert Sadler	2011
Patricia West	2011
Harold Hughes	2011
Glenevan Jones	2011
Murray Buffolin	2012
Fay Kosowski	2015



### Chairman's Report

Dear Member,

Please accept this report in support of the Association's Annual Report which incorporates the financial statements for the period, July 1, 2014 to June 30, 2015.

The Association traded with a surplus but this did include the write back of provisions. Ultimately, 2014/15 was a particularly challenging year from a number of perspectives.

Firstly, our major wagering sponsorship contracts were due for renewal, our race date allocations at Wentworth Park were subjected to change and the entire industry was drastically affected by revelations of some trainers using cruel and unlawful techniques.

The impact of the above on our trading is expanded upon in the Financial Performance Summary. However, each issue had a dramatic effect and Directors have been, and will continue to be, required to make difficult decisions and assess change in a testing environment.

All members would be aware of the shocking revelations made in the Four Corners programme, Making A Killing, which was broadcasted on the ABC in February. The programme led to inquiries of various forms in four States.

In NSW, the Government put in place a Special Commission of Inquiry and immediately removed the Board of GRNSW and its Chief Executive Officer. Paul Newson was appointed as the Interim Chief Executive Officer, but at the time of writing, the Minister for Racing, the Honorable Troy Grant, had not announced a replacement Board.

The Special Commission of Inquiry is currently expected to present its findings and recommendations by the end of March 2016. Your Association has made two submissions to the Commission, it has monitored public hearings and will continue to communicate with the Commission in the interests of its members.

The first public hearings commenced on September 28, 2015. Counsel assisting the Commission, Mr Stephen Rushton SC, was damning in his opening remarks.

Whilst some of the information presented by Mr Rushton was emotive and reliant on inaccurate information, the takeaway message was clear. There is no place in the future of our industry for regulatory failings and animal welfare must be the central core to all future decision making.

As participants, we must commit to reform and change with total conviction. Greyhound racing will not survive unless it adopts an ethical operating framework and confronts the structural change that is connected to its long term sustainability.

Our submissions to the Commission have emphasised the fact that members of the NSW GBOTA support reform. Our submissions have centred around a number of fundamental points as follows:

- That our future (a) compliment of race meeting venues;
   (b) race meeting provision; and (c) regulatory/compliance oversight must be aligned to the reasonable commercial projections of the industry.
- That there must be a balance between breeding activity and race meeting provision.
- That our breeding practices must be representative of world's best practice and must aim to ensure the highest possible ratio of greyhounds bred are able to race.
- That efforts must be made to ensure that our grading and programming systems maximise more opportunities for greyhounds, particularly those previously considered noncompetitive.
- That our racing venue strategy (including Centre of Excellence consideration) must be under pinned by standards that ensure the safety and welfare of our greyhounds.
- That our animal welfare strategies must have zero tolerance for any form of animal cruelty and have a whole of life commitment to all greyhounds, where at all possible.
- That greyhound racing participants must be supported by education, training and accreditation so as to ensure the best practice care and support for all greyhounds as they transition through various life stages.

On and above issues connected to the Commission, Directors have also been assessing future needs of the Association via a comprehensive strategic review. To date, this has included (a) reviewing our asset base and considering options for future utilisation; (b) assessing our governance and internal controls with the assistance of independent consultants; (c) reviewing our strategic priorities; and (d) considering how we might be best structured to service our dual role as a major provider of racing and an advocacy body for breeders, owners and trainers.

Members would be aware that GRNSW and the Wentworth Park Sporting Complex Trust presented the State Government with a proposal in January 2015 which recommended a lease be granted to GRNSW (with a back to back sublease to NSW GBOTA) for a 40 year period at Wentworth Park.

This proposal remains under the consideration of the State Government but is clearly on the back burner until such time as the Commission has been finalised.

In the meantime, the Metropolitan Racing Policy requires that GRNSW and NSW GBOTA determine the metropolitan strategy for the medium to long term future. The delay in the lease consideration will necessitate re-engagement between GRNSW and NSW GBOTA in the immediate timeframe.

Racing wise, the Golden Easter Egg proved once again to be the year's highlight. It was also pleasing to bed down sponsorship arrangements with Ladbrokes.

Ladbrokes are now our major signage and feature race sponsor and they make a considerable additional contribution to prize money. It should not be lost on any member that Ladbrokes increased its sponsorship of the NSW GBOTA in April 2015.

This coincided with a period where other sponsors were in fact distancing themselves from greyhound racing.

To Managing Director, Dean Shannon and the wonderful team at Ladbrokes, I thank you sincerely for your rock solid commitment to our industry and I look forward to a long term and mutually beneficial relationship.

In closing, I thank my fellow Directors for their support and guidance. I extend my appreciation to all employees for their loyalty and dedication.

And I thank members for their ongoing contribution and look forward to working with you all as we confront the challenges and opportunities before us.

G.L.Rose

CHAIRMAN, NSW GBOTA



### **Executive Officer's Report**

Thank you for the opportunity to provide this report to members and to comment on the difficulties being experienced by the greyhound industry and the challenges before it.

Consistent with information provided in the Chairman's Report, 2014/15 proved to be a challenging year from a number of perspectives. Changes in race dates at Wentworth Park, the timing of major sponsorship renewals and the impact of animal cruelty revelations combined to present the Association with difficult circumstances.

The impact of the race date changes and the sponsorship issues are addressed in more detail within the Financial Performance Summary. The live baiting revelations on the Four Corners programme, Making a Killing, which aired in February 2015 have and will continue to have a profound effect on our business and the wider industry going forward.

The programme revealed animal cruelty that was barbaric and has no place in our industry. Whilst it is accepted that the vast majority of participants do partake in greyhound racing in a professional and law abiding manner, the Four Corners programme exposed cruelty at a number of trial tracks and in three States and, accordingly, has impacted heavily on the image and reputation of the entire industry.

The revelations have also led to a number of inquiries being held in four States of Australia. In NSW, this has taken the form of a Special Commission of Inquiry. Whilst the Commission is not expected to be finalised until March 2016 and it is premature to comment on likely outcomes, it is already clear that considerable regulatory, integrity and animal welfare failings will need to be collectively addressed.

The Boards and Chief Executive Officers at each of the Regulatory Boards in NSW, Victoria and Queensland have been subsequently replaced. In NSW, GRNSW under the leadership of interim CEO, Paul Newson, has apologised for past failings of the previous GRNSW and is progressing swiftly with much needed change.

It is pleasing to observe that the Directorate, management, members of the Association and greyhound racing participants in general are supporting the reform considerations that are essential if our industry is to have an ethical and sustainable future that the wider community has confidence in.

GRNSW is currently progressing an Industry Strategic Plan and the Association has and will have an important level of input as it is finalised. Inevitably, this plan will involve structural change and an uncompromising commitment to integrity and animal welfare. It will also provide a stronger, more resilient industry business model.

The NSW GBOTA, as both a major race meeting operator and an organised advocate for members and industry participants, must also look to positively position itself for the demands of the future. In this regard, Directors have commenced a Strategic Review of the Association.

The driving objective behind the review was and has been to ensure that the Association approaches its activities with the most appropriate structure and procedures, aligned where possible with accepted best practice principles.

To date, the following undertakings and actions have been part of the review:

#### Appointment of external consultancies to assist with reviews of the Association's Constitution, internal control environment, governance procedures and strategic priorities

- The Association's Constitution was reviewed by the Associations Forum. A number of proposed changes, based on best practice comparisons with similar organisations, have been supported in principle by Directors. These will be placed before members for consideration during the next six months.
- The Association's internal control environment and governance procedures were reviewed by PKF Lawler. The majority of recommendations have been granted in principle support by Directors and a progress report on the recommendations and actions is available on the Association's website.
- The Association's Board structure and governance procedures of the Board were reviewed by Grant Thornton, based on best practice principles of the Australian Institute of Company Directors. The majority of recommendations have been supported by Directors and a progress report is available on the Association's website. Recommendations regarding Board composition, including the possible inclusion of independent members, the size of the Board and the process for election and appointment of Directors remains under consideration and will involve extensive consultation with members.

Grant Thornton was appointed to co-ordinate a workshop for Directors
where the strategic priorities of the Association were considered. The
findings will form the pillars the Association's Strategic Plan which
will be finalised as the Strategic Plan of GRNSW crytalises and the
outcomes of the Special Commission of Inquiry become apparent.

#### (2) Evaluation of the Association's asset base and preliminary consideration of the best future utilisation

- The Lidcombe building was formerly revalued during the year and Directors undertook a process that considered the future of the building, including possible divestment. The process involved membership consultation. Directors ultimately determined to retain the building which is currently tenanted to NSW Police.
- The Appin property remains a trialling facility though still a registered
  racetrack able to conduct non TAB racing without peak body funding.
  Directors have continued to cause for the asset to be utilised for
  trialling purposes but its value in the long term will be maximised by
  it being rezoned for residential use. A property consultant has been
  retained to progress this objective, though the process will involve
  time and cost and the outcome is not certain.

#### (3) Review of Membership servicing strategies and communication plan

- Directors have formed a number of sub committees in order to assist
  with the efficiency of Board meetings. One such subcommittee is
  dedicated to membership issues. A priority of this committee has
  been to determine services that are to be provided in 2016 and to
  commence a consideration on how membership advocacy might
  be better achieved. Information on membership servicing will be
  confirmed and announced in December 2015 and consultation
  with members as to the most appropriate membership advocacy
  framework will occur throughout the first half of 2016.
- Directors have also determined to form a Young Members subcommittee and this body will be formed in early 2016.
- Directors have commenced their review of the Association's communication strategies. This includes media strategy, membership news and consultation. The first step has been to review and re-build the Association's main website and its track network websites. These are to be rolled out in December 2015.

#### (4) Commencement of an Organisation Structure and Human Resource management review

- The Association's Organisation Structure is being reviewed and this
  will be finalised in early 2016. The review is considering output
  expectations of all head office departments and how they can interact
  most effectively with track management. Track management roles are
  also being assessed. All position specifications are being reviewed.
- A modernised human resource plan, including the performance management system will be finalised in early 2016.
- All Association policies are being reviewed, again to an early 2016 target.

In closing, I would put to members that efforts have been made to ensure that the Association remains relevant and continues to contribute to the development of the greyhound racing industry. This has included making submissions to the review of the Greyhound Racing Act, the Special Commission of Inquiry and current input to the strategy and planning considerations of GRNSW.

We have also paid strong attention to building and maintaining relationships with key stakeholders, both within NSW and nationally.

Through all of the difficulties, the Association's employee structure has remained committed and loyal and it is thanked for this. Directors have also been resolute in their pursuit of a strong future for the industry and I thank them for their guidance and support.

And finally to the members, I thank you for taking the time in various ways to ensure that the NSW GBOTA continues to plan and build for the best possible future.

Brenton Scott
EXECUTIVE OFFICER

## **Statistical Analysis**

	2015	2014	2013
Wentworth Park	93	104	104
Wentworth Park Mon	36	27	-
Gosford	61	53	50
The Gardens	-	110	-
Lismore Tuesday	53	51	51
Lismore Friday	12	-	5
Maitland	70	52	49
Bulli	50	49	49
Bathurst	53	52	52
Appin	1	4	28
Gunnedah	20	20	22
Temora	19	20	26
Total	468	542	436
PRIZEMONEV	2015	2014	2013
PRIZEMONEY	\$	\$	\$
Wentworth Park	8,189,390	7,948,163	7,357,430
Gosford	1,216,670	1,093,108	981,580
The Gardens	-	2,273,835	-
Lismore	1,303,025	1,075,035	1,087,205
Maitland	1,221,200	1,048,735	929,570
Bulli	1,027,995	968,860	923,535
Bathurst	821,180	793,670	729,525
Appin	4,190	14,600	173,730
Gunnedah	129,520	126,950	156,840
Temora	117,025	122,075	152,765
Total	14,030,195	15,465,031	12,492,180
GRNSW DISTRIBUTION FOR	2015	2014	2013
PRIZEMONEY	\$	\$	\$
Wentworth Park	8,090,060	7,894,878	
Gosford	1,207,085		7,315,685
	1,207,000	1,078,783	7,315,685 956,005
The Garden	-	1,078,783 2,256,185	
The Garden Lismore	1,279,695		
	-	2,256,185	956,005
Lismore	1,279,695	2,256,185 1,051,580	956,005 1,071,660
Lismore Maitland	1,279,695 1,174,245	2,256,185 1,051,580 1,001,735	956,005 1,071,660 881,850
Lismore Maitland Bulli	1,279,695 1,174,245 1,027,195	2,256,185 1,051,580 1,001,735 967,385	956,005 1,071,660 881,850 920,620
Lismore Maitland Bulli Bathurst	1,279,695 1,174,245 1,027,195	2,256,185 1,051,580 1,001,735 967,385	956,005 1,071,660 881,850 920,620 698,553
Lismore Maitland Bulli Bathurst Appin	1,279,695 1,174,245 1,027,195 804,750	2,256,185 1,051,580 1,001,735 967,385 775,590	956,005 1,071,660 881,850 920,620 698,553 145,600
Lismore Maitland Bulli Bathurst Appin Gunnedah	1,279,695 1,174,245 1,027,195 804,750	2,256,185 1,051,580 1,001,735 967,385 775,590	956,005 1,071,660 881,850 920,620 698,553 145,600 135,200
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora	1,279,695 1,174,245 1,027,195 804,750 - 129,520 117,025	2,256,185 1,051,580 1,001,735 967,385 775,590 - 126,950 122,075	956,005 1,071,660 881,850 920,620 698,553 145,600 135,200 145,600
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total	1,279,695 1,174,245 1,027,195 804,750 - 129,520 117,025 13,829,575	2,256,185 1,051,580 1,001,735 967,385 775,590 - 126,950 122,075 <b>15,275,161</b>	956,005 1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW	1,279,695 1,174,245 1,027,195 804,750 - 129,520 117,025 13,829,575	2,256,185 1,051,580 1,001,735 967,385 775,590 - 126,950 122,075 <b>15,275,161</b>	956,005 1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW MINIMUM	1,279,695 1,174,245 1,027,195 804,750 - 129,520 117,025 13,829,575 2015 \$	2,256,185 1,051,580 1,001,735 967,385 775,590 - 126,950 122,075 15,275,161 2014 \$	956,005  1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773  2013 \$
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW MINIMUM Wentworth Park	1,279,695 1,174,245 1,027,195 804,750 - 129,520 117,025 13,829,575 2015 \$ 99,330	2,256,185 1,051,580 1,001,735 967,385 775,590 - 126,950 122,075 15,275,161 2014 \$	956,005  1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773  2013 \$ 41,745
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW MINIMUM Wentworth Park Gosford	1,279,695 1,174,245 1,027,195 804,750 - 129,520 117,025 13,829,575 2015 \$ 99,330	2,256,185 1,051,580 1,001,735 967,385 775,590 126,950 122,075 15,275,161 2014 \$ 53,285 14,325	956,005  1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773  2013 \$ 41,745
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW MINIMUM Wentworth Park Gosford The Gardens	1,279,695 1,174,245 1,027,195 804,750 - 129,520 117,025 13,829,575 2015 \$ 99,330 9,585	2,256,185 1,051,580 1,001,735 967,385 775,590 126,950 122,075 15,275,161 2014 \$ 53,285 14,325 17,650	956,005  1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773  2013 \$ 41,745 25,575
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW MINIMUM Wentworth Park Gosford The Gardens Lismore	1,279,695 1,174,245 1,027,195 804,750 129,520 117,025 13,829,575 2015 \$ 99,330 9,585 - 23,330	2,256,185 1,051,580 1,001,735 967,385 775,590 - 126,950 122,075 15,275,161  2014 \$ 53,285 14,325 17,650 23,455	956,005  1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773  2013 \$ 41,745 25,575 - 15,545
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW MINIMUM Wentworth Park Gosford The Gardens Lismore Maitland	1,279,695 1,174,245 1,027,195 804,750 - 129,520 117,025 13,829,575  2015 \$ 99,330 9,585 - 23,330 46,955	2,256,185 1,051,580 1,001,735 967,385 775,590 126,950 122,075 15,275,161 2014 \$ 53,285 14,325 17,650 23,455 47,000	956,005  1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773  2013 \$ 41,745 25,575 - 15,545 47,720
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW MINIMUM Wentworth Park Gosford The Gardens Lismore Maitland Bulli	1,279,695 1,174,245 1,027,195 804,750 129,520 117,025 13,829,575 2015 \$ 99,330 9,585 - 23,330 46,955 800	2,256,185 1,051,580 1,001,735 967,385 775,590 126,950 122,075 15,275,161 2014 \$ 53,285 14,325 17,650 23,455 47,000 1,475	956,005  1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773  2013 \$ 41,745 25,575 - 15,545 47,720 2,915
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW MINIMUM Wentworth Park Gosford The Gardens Lismore Maitland Bulli Appin	1,279,695 1,174,245 1,027,195 804,750 129,520 117,025 13,829,575 2015 \$ 99,330 9,585 - 23,330 46,955 800 4,190	2,256,185 1,051,580 1,001,735 967,385 775,590 126,950 122,075 15,275,161 2014 \$ 53,285 14,325 17,650 23,455 47,000 1,475 14,600	956,005  1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773  2013 \$ 41,745 25,575 - 15,545 47,720 2,915 28,130
Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  PRIZEMONEY ABOVE GRNSW MINIMUM Wentworth Park Gosford The Gardens Lismore Maitland Bulli Appin Bathurst	1,279,695 1,174,245 1,027,195 804,750 129,520 117,025 13,829,575 2015 \$ 99,330 9,585 - 23,330 46,955 800 4,190	2,256,185 1,051,580 1,001,735 967,385 775,590 126,950 122,075 15,275,161 2014 \$ 53,285 14,325 17,650 23,455 47,000 1,475 14,600	956,005  1,071,660 881,850 920,620 698,553 145,600 135,200 145,600 12,270,773  2013 \$ 41,745 25,575 - 15,545 47,720 2,915 28,130 30,972

CLUB INCENTIVE SCHEME (PRIZEMONEY COMPONENT)	2015 \$	2014 \$	2013 \$
Wentworth Park	-	100,000	100,000
Gosford	-	5,887	13,669
The Gardens	-	8,759	-
Lismore	-	10,610	8,148
Maitland	-	20,494	25,506
Bulli	-	-	9,832
Bathurst	-	7,445	16,554
Appin	-	-	21,028
Gunnedah	-	-	17,000
Temora	-	-	5,093
Total	-	153,194	216,831
ATTENDANCE	2015	2014	2013
ATTENDANCE	\$	\$	\$
Wentworth Park	118,858	166,882	167,768
Gosford	40,218	35,940	36,108
The Gardens	-	67,117	-
Lismore	27,966	26,675	28,069
Maitland	29,542	27,783	28,336
Bulli	20,209	21,566	19,756
Bathurst	20,236	21,174	20,050
Appin	416	1,758	14,049
Gunnedah	11,893	10,869	13,817
Temora	8,181	12,185	14,064
Total	277,519	391,949	342,017
	,-	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,
TOTALISATOR REVENUE	2015 \$	2014 \$	2013 \$
		\$	\$
Wentworth Park		<b>\$</b> 330,773	<b>\$</b> 318,651
		\$ 330,773 48,576	\$
Wentworth Park Gosford The Gardens		\$ 330,773 48,576 97,767	318,651 61,242
Wentworth Park Gosford The Gardens Lismore		\$ 330,773 48,576 97,767 35,571	\$ 318,651 61,242 - 29,962
Wentworth Park Gosford The Gardens Lismore Maitland		\$ 330,773 48,576 97,767 35,571 44,586	\$ 318,651 61,242 - 29,962 44,841
Wentworth Park Gosford The Gardens Lismore Maitland Bulli		\$ 330,773 48,576 97,767 35,571 44,586 44,245	\$ 318,651 61,242 - 29,962 44,841 47,395
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst		\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin		\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah		\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora		\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah		\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora	- - - - - - - - -	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247	\$318,651 61,242 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE Wentworth Park	\$ 2015 \$ 231,257	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422 <b>552,534</b> 2013 \$ 370,243
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE  Wentworth Park Gosford	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750 44,350	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE  Wentworth Park Gosford The Gardens	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750 44,350 35,218	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534 2013 \$ 370,243 56,358
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE  Wentworth Park Gosford The Gardens Lismore	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750 44,350 35,218 39,059	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534 2013 \$ 370,243 56,358 - 32,040
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE  Wentworth Park Gosford The Gardens Lismore Maitland	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750 44,350 35,218 39,059 101,981	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534 2013 \$ 370,243 56,358 - 32,040 105,059
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE  Wentworth Park Gosford The Gardens Lismore Maitland Bulli	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750 44,350 35,218 39,059 101,981 22,788	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534  2013 \$ 370,243 56,358 - 32,040 105,059 41,170
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE  Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750 44,350 35,218 39,059 101,981 22,788 31,752	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534  2013 \$ 370,243 56,358 - 32,040 105,059 41,170 38,841
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE  Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750 44,350 35,218 39,059 101,981 22,788 31,752 500	\$318,651 61,242 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534 2013 \$370,243 56,358 - 32,040 105,059 41,170 38,841 30,370
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE  Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750 44,350 35,218 39,059 101,981 22,788 31,752 500 17,879	\$ 318,651 61,242 - 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534  2013 \$ 370,243 56,358 - 32,040 105,059 41,170 38,841 30,370 20,520
Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin Gunnedah Temora Total  SPONSORSHIP REVENUE  Wentworth Park Gosford The Gardens Lismore Maitland Bulli Bathurst Appin	\$	\$ 330,773 48,576 97,767 35,571 44,586 44,245 38,110 13 2,824 2,781 645,247  2014 \$ 350,750 44,350 35,218 39,059 101,981 22,788 31,752 500	\$318,651 61,242 29,962 44,841 47,395 39,833 5,139 3,051 2,422 552,534 2013 \$370,243 56,358 - 32,040 105,059 41,170 38,841 30,370

### **Financial Performance Summary**

#### TRADING SURPLUS

The Association traded with a surplus of \$68,063 in 2014/15. This result compares to a surplus of \$173,260 in 2013/14. The 2014/15 result includes a total of \$228,562 in provisions made against previous years' trading being written back. Future use of the particular provisions was not envisaged by Directors.

#### **KEY IMPACTING FACTORS**

The Association's trading result was impacted on during the year substantially by the following issues: Race date alterations at Wentworth Park, timing impact with major sponsorship renewals and the fall out of animal cruelty revelations in the second half of the year. In addition, Directors approved one off expenditure costs associated with external assistance on the Strategic Review of the Association.

GRNSW undertook a race date re-allocation in late 2013/14 to have effect in 2014/15. This included a number of Friday night meetings being transferred to Monday nights. The decision was objected to by the Association but nevertheless enforced. The lack of continuity in race meeting provision on Friday nights disturbed customer loyalty and was a significant driver in revenue downturns across admission and bar and catering returns. Admission revenue at Wentworth Park reduced from \$166,882 (2013/14) to \$118,858 (2014/15) and against the flow of several years of stability.

The Association's major wagering partner sponsorship arrangements expired in May 2014. Directors elected not to accept the best offer that was made at that point and continued to negotiate on what they believed was a true value basis. This strategy meant that no wagering sponsorship was received in the first four months of the financial year. A medium term sponsorship, on desired commercial terms, was eventually agreed to, applicable November 1, 2014.

The impact of live baiting revelations has impacted on trading across multiple grounds. There was an immediate impact on sponsorship with several key sponsors withdrawing their support immediately. This included the sponsor of the 2015 Golden Easter Egg. Renewals and new sponsor contracts have been difficult to achieve or procure on an ogoing basis. Consolidated sponsorship revenue across the Association's tracks reduced from \$678,284 (2013/14) to \$521,192 (2014/15).

A number of the Association's tracks are supported by sporting and social groups. Whilst a percentage have been retained, considerable market place resistance has been experienced. Attendance and race day income across the board was also impacted upon.

Directors also commenced a Strategic Review of the Association in 2014/15. Costs of approximately \$35,000 were expended in consultancy costs during the latter part of the 2014/15 year.

#### ADDITIONAL PRIZEMONEY

Despite the depressed trading conditions, the Association continued to fund prizemoney on and above that provided by the peak body. A total of \$200,000 on and above the GRNSW minimum levels was dedicated to prizemoney across Association tracks.

#### **RACE DAY EARNINGS**

Head office costs remained largely in line with prior year costs. Whilst most track operations suffered trading downturn, additional maintenance and/or labour costs were incurred at Gosford and Maitland which impacted on their results. The Bulli track operated under its new management structure for the first full year and achieved a very pleasing turnaround.

#### **NON RACE DAY EARNINGS**

Efforts were made during the year to explore and develop non race day earnings. This continues to be a point of focus in the Association's Strategic Review. Wentworth Park again enjoyed growth in profits generated by non race day activity. The 2014/15 profit, in this regard, was in excess of \$500,000. Costs associated with Wentworth Park facility management were also reduced.

#### 2015/16 BUDGET

Directors have budgeted for a break even trading result in 2015/16. Sponsorship revenue is expected to recover and Ladbrokes have agreed to increase their sponsorship support by adding the Golden Easter Egg to their support portfolio.

Directors will also seek to bed down the long term metropolitan racing strategy with GRNSW during the course of 2015/16. Certainty and commitment are essential requirements if metropolitan racing is to be developed, marketed and branded to its full potential.

In addition, the media and vision rights held by the Association will be re-negotiated during the course of the year. Directors believe there is potential up-side to current revenue, particularly via potential new media and international opportunities.

## **NSW GBOTA Major Sponsors**

**Wagering Partners** 

### Ladbrokes.com.au



**Group 1 Sponsors** 

## Ladbrokes.com.au





#### **Group 2 Sponsors**

**PPK Mining** 

Lismore Workers Club

**Woy Woy Poultry Supplies** 

Ladbrokes

#### **Group 3 Sponsors**

Ladbrokes

**Evans & Son Jewellers** 

### NSW GBOTA GROUP RACE RESULTS 2014/2015

#### **GROUP 1**

#### Vic Peters Classic 520m

November 1, 2014 Wentworth Park \$75,000

Winner: Lucy Lobster (Brett Lee x One Tree Hill) Trainer: Charlie Lamb

Owner: Sweet Lady Punt Syndicate

#### **Ladbrokes Paws of Thunder 520m**

January 17, 2015 Wentworth Park \$100,000

Winner: Dyna Villa (Collision x Roxio Bale) Trainer: Jenny Hunt Owner: Brendan Wheeler

#### **National Derby 520m**

February 7, 2015 Wentworth Park \$75,000

Winner: Fernando Bale (Kelsos Fusileer x Chloe Allen) Trainer: Andrea Dailly Owner: Paul Wheeler

#### **National Futurity 520m**

February 7, 2015 Wentworth Park \$75,000

Winner: Zipping Midge (Fabregas x Zipping Jewel) Trainer: Jason Mackay

Owner: Martin and Fiona Hallinan

#### Golden Easter Egg 520m

April 4, 2015 Wentworth Park \$250,000

Winner: Fernando Bale (Kelsos Fusileer x Chloe Allen) Trainer: Andrea Dailly Owner: Paul Wheeler

#### **Association Cup 720m**

April 4, 2015 Wentworth Park \$75,000

Winner: Space Star (Bekim Bale x Tonto Tears) **Trainer: Robert Britton** Owner: Camilla Limon

#### Rapidvite Peter Mosman 520m

June 20, 2015 Wentworth Park Rapidvite Peter

Mosman \$75,000 Winner: Fernando Bale (Kelsos Fusileer x Chloe Allen) Trainer: Andrea Dailly Owner: Paul Wheeler

#### **GROUP 2**

#### **Bob Payne Spring Sprint 520m**

September 27, 2014 Wentworth Park \$40,000

Winner: Tommy Brislane (Premier Fantasy x Mary Virginia)

Trainer: Steve White **Owner: Geoffrey Slattery** 

#### **Lismore Workers Club Cup 520m**

October 24, 2014 Lismore \$40,000

Winner: Yogi Blue (Cool Effort x Opal Assasin) Trainer: Peter O'Reilly Owner: P and A O'Reilly

#### **Woy Woy Poultry Gosford Cup 515m**

January 2, 2015 Gosford \$40,000

Winner: Ritza Hattie

(Bombastic Shiraz x Midnight Flare) Owner/Trainer: Mark Gatt

#### **Summer Distance Plate 720m**

January 17, 2015 Wentworth Park \$40,000

Winner: Space Star (Bekim Bale x Tonto Tears) Trainer: Robert Britton Owner: Camilla Limon

#### **PPK Mining Maitland Cup 450m**

April 17, 2015 Maitland \$40,000

Winner: Spacecraft (Brett Lee x Christalle)

Owner/Trainer: Lorraine Atchison

#### Ladbrokes Cyril Rowe Bulli Gold Cup 472m

May 29, 2015 Bulli \$40,000 Winner: Kavda Shae (Kilty Lad x Cosmic Aphrodite) Trainer: Kelly Bravo

Owner: Kim Edgar

#### **GROUP 3**

#### Chairman's Cup 720m

September 13, 2014 Wentworth Park \$25,000

Winner: Zipping Maggie (Turanza Bale x Natalie Rass) Trainer: Peter Dapiran

Owner: Martin and Fiona Hallinan

#### **Bohemia Crystal Sydney Cup 720m**

October 11, 2014 Wentworth Park \$25,000

Winner: Sweet It Is (Mogambo x Off Springer) Trainer: Darren McDonald

Owner: Two Bears Syndicate, Manager B Finn

#### **Schweppes Summer Cup 720m**

December 6, 2014 Wentworth Park \$25,000

Winner: Zipping Rory (Mantra Lad x Cho Chang) Trainer: Bethany Dapiran Owner: Martin and Fiona Hallinan

#### John Stollery Christmas Gift 520m

December 13, 2014 Wentworth Park \$25,000

Winner: Chica Destacada (Cosmic Rumble x Eluthra) Trainer: Doreen Drynan Owner: Dee and Pee Syn

#### Ladbrokes Magic Maiden 520m

April 4, 2015 Wentworth Park \$25,000

Winner: Black Bear Lee (Brett Lee x Power of Love) Trainer: Ruth Matic

Owners: J Lymbery and G Ganderton

#### The Ambrosoli 520m

April 4, 2015 Wentworth Park \$25,000

Winner: Lamia Bale (High Earner x Maple Bale) Trainer: Steve Collins Owner: Paul Wheeler

#### **New Sensation 520m**

April 4, 2015 Wentworth Park \$25,000

Winner: Lord Gee

(El Grand Senor x Oh Em Gee) Trainer: Christine Proctor Owner: Christopher Black

#### Gold Cup 720m

April 25, 2015 Wentworth Park \$25,000

Winner: Space Star (Bekim Bale x Tonto Tears) Trainer: Robert Britton Owner: Camilla Limon

#### **Ladies Bracelet 520m**

May 2, 2015 Wentworth Park \$25,000

Winner: Elfen Bale (Kelsos Fusileer x Chloe Allen) Trainer: Andrea Dailly Owner: Paul Wheeler

#### LISTED

#### Ultra Sense 520m

April 4, 2015 Wentworth Park \$15,000

Winner: Flash Earner (High Earner x Silver Shiraz) Owner/Trainer: Shayne Fleming

### **ANNUAL AWARDS**

### NSW GBOTA GREYHOUND OF THE YEAR

The 2014 NSW GBOTA Members Greyhound of the Year was Queen Esther trained by Noeleen Holloway of Gosford Branch. Queen Esther recorded nine victories at Wentworth Park, as well as another four victories at TAB tracks and a host of placings.

The 2014 NSW GBOTA Members Metropolitan Greyhound of the Year was Zola Icon trained by Marien Sullivan and Robert Sullivan of GBOTA Southern Highland Branch. Zola Icon took out the Metropolitan Greyhound of the Year award, recording five victories and seven minor placings.

The 2014 NSW GBOTA Members Provincial Greyhound of the Year was Stilton Blue trained by Phillip Goodsell with owner Jason Bolwell a member of the NSW GBOTA Southern Highlands Branch. Stilton Blue was also a winner at Wentworth Park

The 2014 NSW GBOTA Members Country Greyhound of the Year was Gone Ratty owned and trained by Leichhardt-Annandale branch member Michael Hooper. Gone Ratty won seven races at Potts Park in 2014, as well as victories at Dapto and Nowra.

NSW GBOTA Directors authorised funding of \$5,600 for the GOTY Awards.

The Awards were managed by a sub-committee which comprised of Darren Curby and Sue Absalom.

### LIFE MEMBERSHIP AWARD

Fay Kosowski was awarded the NSW GBOTA Life
Membership on January 17, 2015. Fay was awarded the
GRNSW Volunteer of the Year award for 2012, as well as a NSW
volunteer recognition award in 2011, with the Life Membership
another accolade to recognise Fay's work at Wentworth Park,
Bulli, Appin venues as well as branch assistance, including
coordination of raffle prizes and family days.



NSW GBOTA Chairman, Geoff Rose, congratulates Fay Kowsowski on her Life Membership.



Noeleen Holloway trainer of 2014 NSW GBOTA Members Greyhound of the Year, Queen Esther.



Marien Sullivan (wife of trainer Robert Sullivan) 2014 NSW GBOTA Members Metropolitan Greyhound of the Year, Zola Icon.



 $\ \, \text{Jason Bolwell trainer of 2014 NSW GBOTA Members Provincial Greyhound of the Year, Stilton \ Blue \ \, \text{Provincial Greyhound}$ 



Michael Hooper trainer of 2014 NSW GBOTA Members Country Greyhound of the Year, Gone Ratty.



PPK Mining Maitland Gold Cup 2015 Winner: Spacecraft



Lismore Workers Club Cup 2014 Winner: Yogi Blue



Gosford Woy Woy Poultry Supplies Gold Cup 2015 Winner: Ritza Hattie



Ladbrokes Temora GBOTA Cup 2015 Winner: All Too Fancy



2015 Ladbrokes Bathurst Gold Cup 2015 Winner: Are Jai Que



Ladbrokes-Cyril Rowe Bulli Gold Cup 2015 Winner: Kayda Shae



Chief Havoc Gunnedah Cup 2015 Winner: Karma Connie



AAA Radiator Specialists Association Cup 2015 Winner: Space Star

### NSW GBOTA Board of Directors (as at June 30, 2015)



## Geoffrey Rose (Chairman)

Mr Rose was elected as Director of the Association for the North & North Western District in May 1994. He has been a member

of the Gunnedah Branch of the Association since 1978 and been involved in greyhound racing for over 30 years. Mr Rose was elected Deputy Chairman in June 2000 and held that position until being elected Chairman of the Association in June 2010. Mr Rose is Chairman of the Gunnedah Management Committee and a member of the Association's Executive. He is a delegate to the Australian Federation of Greyhound Breeders, Owners and Trainers Association and Australian Greyhound Racing Association. Mr Rose is a Trustee of the Gosford Showground Trust and the Wentworth Park Sporting Complex Trust. Mr Rose was awarded Life Membership of the Association in 2008. In 2015 Mr Rose was appointed Chairman of AGRA.



## Susan Absalom (Deputy Chairperson)

Mrs Absalom has been involved in the Greyhound Industry as a breeder and owner for over 25 years. She joined the

Auburn-Lidcombe Branch of the Association in 1986 and was Secretary of that Branch continuously until her election to the Directorate. Mrs Absalom was also Secretary of the Metropolitan District Association from 2004 until her election to the Directorate in May 2006 representing the Metropolitan District. She is a member of the Wentworth Park Combined Stands & Grounds Sub-Committee and the Wentworth Park Management Committee. Mrs Absalom is also a member of the Association's Executive, Articles Review sub-committee and a Director of Greyhound Media Services as nominated by the Association's Directorate. In 2015 Mrs Absalom was elected Deputy Chairperson of the GBOTA.



#### **Shane Bennison**

Mr Bennison was elected to the Directorate for the Newcastle and Hunter River District in June 1, 2014. Mr Bennison has been involved in the greyhound industry for over

30 years. He has a public trainers licence and has managed his family's rearing and spelling facility for the past 25 years.

Mr Bennison joined the Association in 2010 and is a member of the Cessnock Branch. He is currently a delegate of the Branch to the District Association. In addition to his management of the rearing and spelling facility, Mr Bennison has been casually employed in the pet food industry, as a trial track assistant and has been previously employed as a Hotel Manager and Supervisor in the security industry. Mr Bennison also worked as a casual ear brander and marker in the Hunter area for over 12 years with the various entities of GRA, GHRRA & GRNSW and is now the Deputy Chair on the Gosford Showground Trust.



#### Joseph Bertinato

Mr Bertinato has been involved in the Industry as a breeder, owner and public trainer for the past 34 years. He joined the Wollongong Branch of the Association in

1983 and was Vice President of the Branch in 1998, President of the Branch from 1999 to 2009 and was Vice President from 2009 until elected to the Directorate in 2010. He also performed the duty of Point Score Captain from 1996 to 1999. Mr Bertinato was elected to the Directorate in 2010 for the South Coast and Southern Tablelands District. He is a member of both the Appin and Bulli Management Committees and a member of the Bulli Complex Committee.



#### **Richard Bligh**

Mr Bligh has been involved in the Greyhound Industry for over 25 years as an owner, trainer and breeder. He joined the Liverpool Branch of the Association in 1994, was Chairman from 2005 to 2014, then stepped

down to be appointed Treasurer in 2015. Mr Bligh has also served terms as Vice Chairman, MDA delegate and alternate delegate as well as Chairman of the MDA in 2008. He was elected to the Directorate for the Metropolitan District in 2008. Mr Bligh is a member of the Wentworth Park Management Committee and a member of the Wentworth Park Combined Stands & Grounds Sub-Committee.



#### **Dennis Carl**

Mr Carl was elected to the Directorate for the Metropolitan District in June 1, 2014. Mr Carl has been involved in the greyhound industry for over 50 years. He joined the Association in 1970 and was a founding force behind

the establishment of the Richmond Branch. Mr Carl exited the greyhound industry between the years of 1980 and 2005 given travel demands with his employment. Mr Carl resumed his membership soon after this and has been a delegate to the MDA for the past two years and is the current Vice Chairman of the Richmond Branch. Mr Carl is currently semi-retired following a career in the Australian Meat Industry. His career included senior management positions at Harbour International, Slimsuit Australia and Riverina Australia's meat division. He has been both a Director and Chairman of the NSW Meat Exporters Association and been a Director of several Boards within the meat industry, both at State and Federal level, and has recently been reappointed to represent NSW on the National Export (Beef) Processor Council.



#### **Joseph Cotroneo**

Mr Cotroneo has been involved in the Greyhound Industry for over 40 years managing the Chipping Norton Greyhound Complex until he moved to the Northern Rivers

District in 1973 where he joined the Lismore Branch in 1981. He was appointed to the Directorate for the Northern Rivers District in May 2001 and re-elected by members in May 2002. Mr Cotroneo is a member of the Lismore Management Committee.



## Brenton Scott (Executive Officer)

Mr Scott was appointed to the position of Executive Officer in 1995. In addition to his duties with the Association, he is a Director of

Greyhound Media Services and co-ordinates the Australian Group Racing dates and calender on behalf of the Australian Greyhound Racing Association.

## Anthony Duggan (Appointed June 22, 2015)

Former Chairman Gosford Branch appointed to the board on resignation of former director. Retired former self-employed business man with banking and finance company experience. Also board experience.



## Michael Eberand (Appointed January 17, 2015)

Mr Eberand was appointed to the directorship upon casual vacancy. Michael has been a hobby owner, trainer and breeder for many

years and is passionate about greyhounds and the industry and its contribution to NSW from socioeconomic, social and recreational perspectives. Michael is an experienced business person and professional and has sought to use his skills and experience to assist GBOTA in its strategic reform journey.



#### **George Hayes**

Mr Hayes joined the Association in 1965 (Eastern Suburbs Branch) and was Chairman and District Association delegate of that Branch for 15 years until the closure of that Branch. Mr Hayes transferred to the Parramatta Branch

in 1988 and served as Vice-Chairman, Minute Secretary and District Association delegate of that Branch from that time. Following the amalgamation of City and Parramatta Branches to become City-Parramatta Branch in 2014, Mr Hayes continues to serve as Minute Secretary and District Association delegate. Mr Hayes was first appointed to the Board of Directors for the Metropolitan District in 2007 until May 2008. Mr Hayes was then elected to the Directorate in 2009 for the Western District. He is currently a member of the Association's Executive, the Bathurst Management Committee, and the Bulli Management Committee. Mr Hayes is also a Trustee of the Gosford Showground Trust, and served three years as a member of the Greyhound Racing Industry Consultation Group, as nominated by the Directorate. Mr Hayes was awarded Life Membership of the Association in 2001.

### 2015 LADBROKES GOLDEN EASTER EGG







Top: Greyhounds As Pets is always a popular part of the Golden Easter Egg Carnival.

Bottom: Oncourse entertainment was well received with the photo booth, bouncing roos and strongmen circus a hit with Final night attendees.

The 2015 Golden Easter Egg proved a challenging one for the NSW GBOTA and Wentworth Park.

Strong programming ensured that the racing remained at the highest calibre, which has become synonymous with the Golden Easter Egg Carnival.

The opening weekend commenced with very even heats of the Group 3 New Sensation (Friday), Group 1 Golden Easter Egg (Saturday) and Group 3 Ladbrokes Magic Maiden (Sunday) series.

The opening round of Golden Easter Egg qualifiers was dominated by interstate runners, with Victorian's Fernando Bale and Hostile both recording best of the night performances of 29.45, while newcomer to the WA kennels of Paul Stuart, Over Limit posted a 29.46 victory.

Sunday's Ladbrokes Magic Maiden heats unearthed smart youngsters, such as Kihael Kaluna, Dear Darcey, Zipping Meg and Black Bear Lee. All recorded smart heat wins and featured heavily again in the semi-finals, 5 days later.

Week two saw the introduction of the stayers, with the heats of the AAA Radiator Specialists Association Cup. Victorian's again featured heavily with Lady Toy and Space Star winning, while NSW prepared Zipping Felix took out the third heat. Defending championship Sweet It Is ensured she was a part of the \$75,000 final by finishing second behind Lady Toy.

Southern raiders again dominated in the Golden Easter Egg semi-finals with Andrea Dailly winning qualifiers with Dyna Nico, Dyna Double One and Fernando Bale. While the now Victorian based Debbie Coleman mentored Recruitment also went through to the Group 1, \$250,000 to the winner final.

The high class of finals, with the two Group 1 and three Group 3 events, and a range of successful oncourse activities sparked strong interest in the Easter Saturday Final night. It was however not to be the full night of celebration intended as torrential rain, which saw the postponement of Randwick's Championships earlier in the day, heavily affecting crowd attendance and festivities.

Racing results still shone through though, with the Wheeler family taking out the trifecta in the Golden Easter Egg, Fernando Bale winning over Dawkins Bale and Dyna Nico. Fernando Bale recording a race record of 29.48 in the process.

Space Star for Robert Britton was ultra impressive in taking out the AAA Radiator Specialists Association Cup over Lady Toy and Zipping Felix.

Group 3 winners on the night included Lord Gee (New Sensation), Lamia Bale (Ambrosoli) and Black Bear Lee (Ladbrokes Magic Maiden), while Flash Earner took out the Listed Ultra Sense Final.

The NSW GBOTA has already commence 2016 Golden Easter Egg planning, with modifications to the prelude qualifiers and New Sensation series to come into effect. The Association is also thrilled to welcome Ladbrokes on board as the naming partner of the 2016 Golden Easter Egg Carnival and series. We look forward to seeing members trackside during the 2016 Carnival March 9-26, 2016.



Top: 2015 Golden Easter Egg winner Fernando Bale with NSW GBOTA Chairman, Geoff Rose (left), George Dailly; trainer representative (middle) & Owner representative Brendan Wheeler (right).

Bottom: 2015 Golden Easter Egg finalists parade pre race in celebration of their achievement.

### Directors' Report

#### **DIRECTORS**

The names of each person who has been a Director during the financial year 2014/2015 are:

Director	Meetings	Present
Mr G L Rose	12	12
Ms S T Absalom	12	11
Mr S Bennison	12	12
Mr J Bertinato	12	11
Mr R Bligh	12	11
Mr D Carl	12	12
Mr J Cotroneo	12	11
Mr A Duggan (appointed June 2015)	0	0
Mr M Eberand (appointed January 2015)	5	5
Mr G V Hayes	12	11
Mr G Lee (resigned May 2015)	11	10
Mr G Smith (resigned September 2014)	3	3

Directors have been in office since the start of the financial year to the date of this report, unless otherwise stated.

#### **COMPANY SECRETARY**

The following person held the position of Company Secretary at the end of the financial year: Brenton James Scott

#### PRINCIPAL ACTIVITIES

The principal activities of the economic entity during the year were to conduct greyhound racing in New South Wales. Short and Long Term Objectives.

- · Be the prominent provider of greyhound racing in NSW.
- · Develop a strong business culture within a Club framework
- · Investigate and where appropriate invest in diversification opportunities.
- · Grow race day and non race day revenues and prize money to members and greyhound racing participants.
- · Significantly contribute to considerations which ensure an ethical and sustainable operating framework for the NSW greyhound industry.
- · Build a strong and active member community.

#### Strategies to meet these objectives

- · Enhance racing and training facilities and programs so as to deliver stronger racing and prize money outcomes.
- · Finalise a Strategic Review of the Association, including governance, control and operational procedures so as to ensure appropriate commercial focus.
- · Manage our racecourse assets to effectively deliver operating activities.
- · Conduct race meetings throughout NSW, including 104 metropolitan race meetings per annum in NSW and a number of iconic events on the Australian racing and social calendar.
- · The provision of best practice procedures and animal welfare strategies at Association racing and trialling venues.
- · The provision of membership, hospitality and event services across all venues.
- · Establishment and maintenance of respected and productive relationships with key stakeholders.

#### **OPERATING RESULTS**

The surplus before Income Tax amounted to \$68,063 as compared to the previous year surplus \$173,260.

#### **DIVIDEND PAID OR RECOMMENDED**

The entity did not declare or pay a dividend during the year.

#### **SIGNIFICANT CHANGES**

There were no significant changes in the state of affairs of the entity during the financial year.



#### **EVENTS SUBSEQUENT TO BALANCE DATE**

No matters of circumstance have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the entity, the results of these operations, or the state of affairs of the entity in future financial years.

#### **FUTURE DEVELOPMENTS**

The entity is not expected to change its level of operations within the coming year.

#### **ENVIRONMENTAL ISSUES**

The entity's operations are not regulated by any significant environmental regulations under a law of the Commonwealth or of a State or Territory.

#### **DIRECTOR'S BENEFITS**

During the 2014/2015 financial year, no Director has received or become entitled to receive a benefit other than travelling expenses and out of pocket expenses. Where any contracts were awarded to a Company or a Related Corporation to which a Director was a member or had a substantial interest, conflict of interest declaration procedures applied and contracts were awarded by Directorate decision, exclusive of input from the Director concerned.

#### INDEMNIFYING OFFICERS OR AUDITOR

No indemnities have been given or insurance premiums paid, during or since the end of the financial year, for any person who is or have been an officer or auditor of the entity.

#### PROCEEDINGS ON BEHALF OF THE ENTITY

No person has applied for leave of court to bring proceedings on behalf of the entity or intervene in any proceedings to which the entity is a party for the purposes of taking responsibility on behalf of the entity for all or any part of those proceedings.

The entity was not a party to any such proceedings during the year.

#### **AUDITOR'S INDEPENDENCE DELARATION**

The Auditor's independence declaration for the year ended 30 June 2015 has been received and can be found on page 20 of the Report.

Signed in accordance with a resolution of the Board of Directors.

Director: G.L.Rose

Dated: 31st October, 2015.

#### **DIRECTORS' DECLARATION**

The Directors of the entity declare that:

- 1. The financial statements and notes, as set out on pages 20 to 35, in accordance with the Corporations Act 2001:
  - a. comply with Accounting Standards and the Corporations Regulations 2001; and
  - b. give a true and fair view of the financial position as at 30 June 2015 and of the performance for the year ended on that date of the entity.
- 2. In the Directors' 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 Directors.

Director: G.L.Rose

Dated: 31st October, 2015.



## AUDITORS' INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001 TO THE MEMBERS OF THE NEW SOUTH WALES GREYHOUND BREEDERS, OWNERS & TRAINERS' ASSOCIATION LIMITED

We declare that, to the best of our knowledge and belief, during the year ended 30 June 2015 there have been:

- (i) no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the audit; and
- (ii) no contraventions of any applicable code of professional conduct in relation to the audit.

Name of Firm: Wealth Definition

**Chartered Accountants** 

Name of Partner: Peter M Power

Address: Suite 17, Level 1, 10 Park Street Mona Vale NSW 2103

Dated: 31st day of October 2015

## Statement of Changes in Equity For the year ended 30 June 2015

	Notes	Capital Reserve \$	Asset Revaluation Reserve \$	Retained earnings	Total equity
Balance as at 1 July 2013		2,103,001	-	6,483,212	8,586,213
Surplus for the year		-	-	173,260	173,260
Transfer of other income to Capital reserve		245,782	-	(245,782)	-
Total comprehensive income for the year		245,782	-	(72,521)	173,260
Depreciation on Assets funded by GRNSW transferred to reserve		(80,504)	-	-	(80,504)
Balance as at 30 June 2014		2,268,278	-	6,410,691	8,678,969
Surplus for the year		-	-	68,063	68,063
Other comprehensive income		-	4,325,810	-	4,325,810
Transfer of other income to Capital reserve		84,846	-	(84,846)	-
Total comprehensive income for the year		84,846	4,325,810	(16,783)	4,393,873
Depreciation on Assets funded by GRNSW transferred to reserve		(102,894)	-	-	(102,894)
Balance as at 30 June 2015		2,250,230	4,325,810	6,393,908	12,969,948

The accompanying Notes form part of these financial statements.



### **Statement of Financial Position As at 30 June 2015**

	2015 5	
MEMBERS FUNDS	NOTE	
Accumulated Funds	6,393,908	6,410,691
Capital Reserve	2,250,230	2,268,278
Asset Revaluation Reserve	4,325,810	-
TOTAL MEMBERS FUNDS	12,969,948	8,678,969

#### Represented By:

NON-CURRENT ASSETS			
Property, Plant & Equipment	5	13,657,772	9,287,170
Other	6	1,828,610	1,855,510
		15,486,382	11,142,680
CURRENT ASSETS			
Cash	7a	808,395	1,624,585
Investments	7b	500,000	-
Receivables & Prepayments	8	1,763,182	1,592,164
Inventories		29,188	27,600
		3,100,765	3,244,348
TOTAL ASSETS		18,587,147	14,387,028
NON-CURRENT LIABILITIES			
Deferred Income	9	4,466,508	4,383,305
Secured Loans	10	450,000	550,000
CURRENT LIABILITIES			
Creditors & Borrowings	11	505,950	258,819
Provisions	12	194,741	515,935
TOTAL LIABILITIES		5,617,199	5,708,059
NET ASSETS		12,969,948	8,678,969

The accompanying Notes form part of these financial statements.



## **Statement of Cash Flows For the year ended 30 June 2015**

	2015 \$	2014 \$
Cash Flows from Operating Activities		
Receipts from Customers	4,668,717	7,174,625
Payments to Suppliers & Employees	(11,484,582)	(12,687,494)
Interest Received	30,260	40,891
Distribution Received	6,819,551	6,591,869
Net Cash provided by Operating Activities Note 17 (b)	33,946	1,119,891
Cash Flows from Investing Activities		
Purchase of Property, Plant & Equipment	(433,339)	(582,538)
Funds from GRNSW for Asset Acquisition	83,203	85,060
Net Cash Used in Investing Activities	(350,136)	(497,478)
Net Increase in Cash Held	(316,190)	622,413
Cash at beginning of the year	1,624,585	1,002,172
Cash at the end of the year Note 7	1,308,395	1,624,585

The accompanying Notes form part of these financial statements.



#### 1. GENERAL INFORMATION AND STATEMENT OF COMPLIANCE

The financial report includes the financial statements and notes of NSW Greyhound Breeders, Owners & Trainers' Association Ltd ('the Entity').

These financial statements are Tier 2 general purpose financial statements that have been prepared in accordance with Australian Accounting Standards – Reduced Disclosure Requirements, the Registered Clubs Act (NSW) 1976 and the Corporations Act 2001. The Entity is a For-profit entity for the purpose of preparing the financial statements.

The financial statements for the year ended 30 June 2015 were approved and authorised for issue by the Board of Directors on 31 October 2015.

#### 2. CHANGES IN ACCOUNTING POLICIES

#### 2.1 New and revised standards that are effective for these financial statements

### AASB 2012-3 Amendments to Australian Accounting Standards – Offsetting Financial Assets and Financial Liabilities

AASB 2012-3 adds application guidance to AASB 132 to address inconsistencies identified in applying some of the offsetting criteria of AASB 132, including clarifying the meaning of "currently has a legally enforceable right of set-off" and that some gross settlement systems may be considered equivalent to net settlement.

AASB 2012-3 is applicable to annual reporting periods beginning on or after 1 January 2014.

The adoption of these amendments has not had a material impact on the Entity as the amendments merely clarify the existing requirements in AASB 132.

#### AASB 2013-6 Amendments to AASB 136 arising from Reduced Disclosure Requirements

AASB 2013-6 makes amendments to AASB 136 Impairment of Assets to establish reduced disclosure requirements for entities preparing general purpose financial statements under Australian Accounting Standards – Reduced Disclosure Requirements arising from AASB 2013-3 Amendments to AASB 136 – Recoverable Amount Disclosures for Non-Financial Assets. AASB 2013-3 made narrow scope amendments to AASB 136, addressing disclosure of information about the recoverable amount of impaired assets if that amount is based on fair value less costs of disposal.

AASB 2013-6 became applicable to annual reporting periods beginning on or after 1 January 2014.

The adoption of these amendments has not had a material impact on the Entity.

#### 2.2 Reclassification of IFIL loans to Deferred income

The entity has reclassified funding received from GRNSW for the acquisition of assets and this funding is now recognised as deferred income.

#### 3. SUMMARY OF ACCOUNTING POLICIES

#### 3.1 Overall considerations

The significant accounting policies that have been used in the preparation of these financial statements are summarised below.

The financial statements have been prepared using the measurement bases specified by Australian Accounting Standards for each type of asset, liability, income and expense. The measurement bases are more fully described in the accounting policies below.

#### 3.2 Revenue

Revenue comprises revenue from the sale of goods, grants, fundraising activities and contributions.



Revenue is measured by reference to the fair value of consideration received or receivable by the Entity for goods supplied and services provided, excluding sales taxes, rebates, and trade discounts.

Revenue is recognised when the amount of revenue can be measured reliably, collection is probable, the costs incurred or to be incurred can be measured reliably, and when the criteria for each of the Entity's different activities have been met. Details of the activity-specific recognition criteria are described below. Sale of goods

Revenue from the sale of goods comprises revenue earned from the sale of goods donated and purchased for resale. Sales revenue is recognised when the control of goods passes to the customer.

#### Grant income

The Entity receives grants from GRNSW. These grants are recognised on accrual basis.

If conditions are attached to a grant which must be satisfied before the Entity is eligible to receive the contribution, recognition of the grant as revenue is deferred until those conditions are satisfied.

#### Interest income

Interest income is recognised on an cash basis when deposited into the Entity's bank account.

#### 3.3 Operating expenses

Operating expenses are recognised in profit or loss upon utilisation of the service or at the date of their origin.

#### 3.4 Intangible assets

Expenditure which is expected to result in significant future benefits over more than one accounting period has been capitalised. This expenditure was incurred to enable the entity to hold an exclusive licence for the conduct of a minimum of 104 metropolitan race meetings per year as the single metropolitan race club and receive funding for same from GRNSW . The continuation of the asset is dependent on the continuation of the policy. The expenditure will be written off on expiry of that benefit in future accounting periods.

#### 3.5 Property, plant & and equipment

#### Land

Land held for use in production or administration is stated at re-valued amounts. Re-valued amounts are fair market values based on appraisals prepared by external professional valuers once every two years or more frequently if market factors indicate a material change in fair value.

Any revaluation surplus arising upon appraisal of land is recognised in other comprehensive income and credited to the revaluation reserve in equity. To the extent that any revaluation decrease or impairment loss has previously been recognised in profit or loss, a revaluation increase is credited to profit or loss with the remaining part of the increase recognised in other comprehensive income. Downward revaluations of land are recognised upon appraisal or impairment testing, with the decrease being charged to other comprehensive income to the extent of any revaluation surplus in equity relating to this asset and any remaining decrease recognised in profit or loss. Any revaluation surplus remaining in equity on disposal of the asset is transferred to retained earnings.

As no finite useful life for land can be determined, related carrying amounts are not depreciated.

#### Buildings, plant and other equipment

Buildings, plant and other equipment (comprising fittings and furniture) are initially recognised at acquisition cost or manufacturing cost, including any costs directly attributable to bringing the assets to the location and condition necessary for it to be capable of operating in the manner intended by the Entity's management.

Buildings, plant and other equipment are subsequently measured using the cost model, cost less subsequent depreciation and impairment losses.



Depreciation is recognised on a straight-line basis to write down the cost less estimated residual value of buildings, plant and other equipment. The following useful lives are applied:

• buildings: 40 years

plant and equipment: 3-10 years
leasehold improvements: 40 years
computer hardware: 3 - 6 years
motor vehicles: 6-10 years
office equipment: 3-13 years

In the case of leasehold property, expected useful lives are determined by reference to comparable owned assets or over the term of the lease, if shorter.

Material residual value estimates and estimates of useful life are updated as required, but at least annually.

Gains or losses arising on the disposal of property, plant and equipment are determined as the difference between the disposal proceeds and the carrying amount of the assets and are recognised in profit or loss within other income or other expenses.

Under AASB 116 "Property, plant and equipment" the Entity would be required to include as part of the cost of its leasehold improvements, an estimate of the costs to remove those improvements at the end of the lease term where such an obligation exists to the lessor. A corresponding liability would also be recognised under AIFRS in accordance with AASB 137 "Provisions, Contingent Liabilities and Contingent Assets". The Directors have determined that it is unlikely that the Entity will be required to vacate any of its lease premises in the foreseeable future. As such, no provision for removal of improvement on lease premises has been recognised.

Asset acquired as a result of funding by GRNSW

These assets have been recognised at acquisition cost. The directors have not yet determined the useful life of these assets. Any depreciation expenses charged agaist these assets will be offset against deferred income.

#### 3.6 Lease Payments

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

#### 3.7 Impairment testing of intangible assets and property, plant and equipment

For impairment assessment purposes, assets are grouped at the lowest levels for which there are largely independent cash inflows (cash-generating units). As a result, some assets are tested individually for impairment and some are tested at cash-generating unit level. Goodwill is allocated to those cash-generating units that are expected to benefit from synergies of the related business combination and represent the lowest level within the Group at which management monitors goodwill.

Cash-generating units to which goodwill has been allocated (determined by the Entity's management as equivalent to its operating segments) are tested for impairment at least annually. All other individual assets or cash-generating units are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

An impairment loss is recognised for the amount by which the asset's or cash-generating unit's carrying amount exceeds its recoverable amount, which is the higher of fair value less costs to sell and value-in-use. To determine the value-in-use, management estimates expected future cash flows from each cash-generating unit and determines a suitable interest rate in order to calculate the present value of those cash flows. The data used for impairment testing procedures are directly linked to the Entity's latest approved budget, adjusted as necessary to exclude the effects of future reorganisations and asset enhancements. Discount factors are determined individually for each cash-generating unit and reflect management's assessment of respective risk profiles, such as market and asset-specific risks factors.

Where the future economic benefits of an asset are not primarily dependent on the asset's ability to generate net cash inflows and where the entity would, if deprived of the asset, replace its remaining future economic benefits, value in use is determined as the depreciated replacement cost of the asset.

Impairment losses for cash-generating units reduce first the carrying amount of any goodwill allocated to that cash-generating unit. Any remaining impairment loss is charged pro rata to the other assets in the cash-generating unit. With the exception of goodwill, all assets are subsequently reassessed for indications that an impairment loss previously recognised may no longer exist. An impairment charge is reversed if the cash-generating unit's recoverable amount exceeds its carrying amount.

#### 3.8 Financial instruments

Recognition, initial measurement and derecognition

Financial assets and financial liabilities are recognised when the Entity becomes a party to the contractual provisions of the financial instrument, and are measured initially at fair value adjusted by transactions costs, except for those carried at fair value through profit or loss, which are initially measured at fair value. Subsequent measurement of financial assets and financial liabilities are described below.

Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and all substantial risks and rewards are transferred. A financial liability is derecognised when it is extinguished, discharged, cancelled or expires.

#### 3.9 Classification and subsequent measurement of financial assets

For the purpose of subsequent measurement, financial assets other than those designated and effective as hedging instruments are classified into the following categories upon initial recognition:

- · loans and receivables
- financial assets at Fair Value Through Profit or Loss ('FVTPL')
- Held-To-Maturity ('HTM') investments
- Available-For-Sale ('AFS') financial assets

The category determines subsequent measurement and whether any resulting income and expense is recognised in profit or loss or in other comprehensive income.

All financial assets except for those at FVTPL are subject to review for impairment at least at each reporting date to identify whether there is any objective evidence that a financial asset or a group of financial assets is impaired. Different criteria to determine impairment are applied for each category of financial assets, which are described below.

All income and expenses relating to financial assets that are recognised in profit or loss are presented within finance costs or finance income, except for impairment of trade receivables which is presented within other expenses.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial recognition, these are measured at amortised cost using the effective interest method, less provision for impairment. Discounting is omitted where the effect of discounting is immaterial. The Entity's trade and most other receivables fall into this category of financial instruments.

Individually significant receivables are considered for impairment when they are past due or when other objective evidence is received that a specific counterparty will default. Receivables that are not considered to be individually impaired are reviewed for impairment in groups, which are determined by reference to the industry and region of a counterparty and other shared credit risk characteristics. The impairment loss estimate is then based on recent historical counterparty default rates for each identified group.

#### Financial assets at FVTPL

Financial assets at FVTPL include financial assets that are either classified as held for trading or that meet certain conditions and are designated at FVTPL upon initial recognition.

Assets in this category are measured at fair value with gains or losses recognised in profit or loss. The fair values of financial assets in this category are determined by reference to active market transactions or using a valuation technique where no active market exists.

#### HTM investments

HTM investments are non-derivative financial assets with fixed or determinable payments and fixed maturity other than loans and receivables. Investments are classified as HTM if the Entity has the intention and ability to hold them until maturity. The Entity currently holds long term deposits designated into this category.

HTM investments are measured subsequently at amortised cost using the effective interest method. If there is objective evidence that the investment is impaired, determined by reference to external credit ratings, the financial asset is measured at the present value of estimated future cash flows. Any changes to the carrying amount of the investment, including impairment losses, are recognised in profit or loss.

#### AFS financial assets

AFS financial assets are non-derivative financial assets that are either designated to this category or do not qualify for inclusion in any of the other categories of financial assets. The Entity's AFS financial assets include listed securities.

All AFS financial assets are measured at fair value. Gains and losses are recognised in other comprehensive income and reported within the AFS reserve within equity, except for impairment losses and foreign exchange differences on monetary assets, which are recognised in profit or loss. When the asset is disposed of or is determined to be impaired the cumulative gain or loss recognised in other comprehensive income is reclassified from the equity reserve to profit or loss and presented as a reclassification adjustment within other comprehensive income. Interest calculated using the effective interest method and dividends are recognised in profit or loss within 'revenue' (see Note 3.2).

Reversals of impairment losses for AFS debt securities are recognised in profit or loss if the reversal can be objectively related to an event occurring after the impairment loss was recognised. For AFS equity investments impairment reversals are not recognised in profit loss and any subsequent increase in fair value is recognised in other comprehensive income.

Classification and subsequent measurement of financial liabilities

The Entity's financial liabilities include borrowings and trade and other payable.

Financial liabilities are measured subsequently at amortised cost using the effective interest method, except for financial liabilities held for trading or designated at FVTPL, that are carried subsequently at fair value with gains or losses recognised in profit or loss.

All interest-related charges and, if applicable, changes in an instrument's fair value that are reported in profit or loss are included within finance costs or finance income.

#### 3.10 Inventories

Inventories are valued at lower of cost and net realisable value. Costs are assigned on first-in, first-out basis.

#### 3.11 Insurance

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

#### 3.12 Employee Benefits

Short-term employee benefits

Short-term employee benefits are benefits, other than termination benefits, that are expected to be settled wholly within twelve (12) months after the end of the period in which the employees render the related service. Examples of such benefits include wages and salaries, non-monetary benefits and accumulating sick leave. Short-term employee benefits are measured at the undiscounted amounts expected to be paid when the liabilities are settled.

Other long-term employee benefits

The Entity's liabilities for annual leave and long service leave are included in other long term benefits as they are not expected to be settled wholly within twelve (12) months after the end of the period in which the employees render the related service. They are measured at the present value of the expected future payments to be made to employees.

The expected future payments incorporate anticipated future wage and salary levels, experience of employee departures and periods of service, and are discounted at rates determined by reference to market yields at the end of the reporting period on high quality corporate bonds (2014: government bonds) that have maturity dates that approximate the timing of the estimated future cash outflows. Any re-measurements arising from experience adjustments and changes in assumptions are recognised in profit or loss in the periods in which the changes occur.

The Entity presents employee benefit obligations as current liabilities in the statement of financial position if the Entity does not have an unconditional right to defer settlement for at least twelve (12) months after the reporting period, irrespective of when the actual settlement is expected to take place.

#### Defined contribution plans

The Entity pays fixed contributions into independent entities in relation to several state plans and insurance for individual employees. The Entity has no legal or constructive obligations to pay contributions in addition to its fixed contributions, which are recognised as an expense in the period that relevant employee services are received.

#### 3.13 Provisions, contingent liabilities and contingent assets

Provisions are measured at the estimated expenditure required to settle the present obligation, based on the most reliable evidence available at the reporting date, including the risks and uncertainties associated with the present obligation. Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. Provisions are discounted to their present values, where the time value of money is material.

Any reimbursement that the Entity can be virtually certain to collect from a third party with respect to the obligation is recognised as a separate asset. However, this asset may not exceed the amount of the related provision.

No liability is recognised if an outflow of economic resources as a result of present obligation is not probable. Such situations are disclosed as contingent liabilities, unless the outflow of resources is remote in which case no liability is recognised.

#### 3.14 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and demand deposits, together with other short term, highly liquid investments that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value.

#### 3.15 Goods and Services Tax (GST)

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

Cash flows are presented in the statement of cash flows on a gross basis, except for the GST components of investing and financing activities, which are disclosed as operating cash flows.

#### 3.16 Critical Accounting Estimates and Judgments

When preparing the financial statements, management undertakes a number of judgements, estimates and assumptions about the recognition and measurement of assets, liabilities, income and expenses.

#### Estimation uncertainty

Information about estimates and assumptions that have the most significant effect on recognition and measurement of assets, liabilities, income and expenses is provided below. Actual results may be substantially different.

#### **Impairment**

In assessing impairment, management estimates the recoverable amount of each asset or cash generating unit based on expected future cash flows and uses an interest rate to discount them. Estimation uncertainty relates to assumptions about future operating results and the determination of a suitable discount rate.

#### Useful lives of depreciable assets

Management reviews its estimate of the useful lives of depreciable assets at each reporting date, based on the expected utility of the assets. Uncertainties in these estimates relate to technical obsolescence that may change the utility of certain software and IT equipment.

#### Inventories

Management estimates the net realisable values of inventories, taking into account the most reliable evidence available at each reporting date. The future realisation of these inventories may be affected by future technology or other market-driven changes that may reduce future selling prices.

#### Long Service Leave

The liability for long service leave is recognised and measured at the present value of the estimated cash flows to be made in respect of all employees at the reporting date. In determining the present value of the liability, estimates of attrition rates and pay increases through promotion and inflation have been taken into account.

#### 3.17 Economic Dependence

The Entity is dependent on GRNSW for the majority of its revenue used to operate the business. At the date of this report the Board of Directors has no reason to believe that GRNSW will not continue to support the Entity.



	2015 <b>\$</b>	2014 \$
4. NET SURPLUS/ (DEFICIT) HAS BEEN DETERMINED AFTER:-		
(a) CREDITING AS INCOME		
Interest Received - Non related company	30,260	40,891
(b) CHARGING AS EXPENSES		
Auditor's Remuneration		
Auditing the accounts	35,000	35,000
Other services	10,000	10,000
No other benefits were received by the auditors		
Interest Paid - Non related companies	27,268	35,257
Depreciation of Fixed assets	285,651	271,360
Provision for Annual & Long Service Leave	(13,441)	(24,197)



	2015 \$	2014 \$
5.NON-CURRENT ASSETS	<u>Ψ</u>	Ψ
FIXED ASSETS		
(a) FREEHOLD LAND & BUILDINGS		
At Cost	4,951,682	4,911,514
Revaluation of Land and Buildings	4,325,810	-
Less : Accumulated Depreciation	2,049,120	1,947,437
	7,228,372	2,964,077
(b) LEASEHOLD IMPROVEMENTS	-,,	_,,
At Cost	1,441,762	1,270,808
Less : Accumulated Depreciation	179,100	126,177
'	1,262,662	1,144,631
(c) ASSETS ACQUIRED AS A RESULT OF FUNDING BY GRNSW	, ,	•
At Cost	4,466,508	4,383,305
		, ,
(d) PLANT, EQUIPMENT, MOTOR VEHICLES		
& OTHER FIXED ASSETS		
At Cost	3,876,994	3,737,980
Less : Accumulated Depreciation	3,176,764	2,942,824
	700,230	795,156
(e) TOTAL PROPERTY, PLANT & EQUIPMENT	13,657,772	9,287,170
6.NON-CURRENT ASSETS OTHER		
Intangible Assets	1,823,583	1,823,583
Shares	5,027	31,927
TOTAL	1,828,610	1,855,510
CURRENT ASSETS		
7.CASH AND CASH EQUIVALENTS		
(a) Cash at Bank	806,545	1,622,735
Cash on Hand	1,850	1,850
	808,395	1,624,585
(b) Interest Bearing Deposits	500,000	-
TOTAL	1,308,395	1,624,585
8.RECEIVABLES		
Trade Debtors	163,464	351,153
	163,464	351,153
Prepayments	23,278	3,965
Other Debtors	1,576,440	1,237,046
	1,599,718	1,241,011
TOTAL RECEIVABLES	1,763,182	1,592,164



	2015 \$	2014 \$
9.DEFERRED INCOME		
Funding Received from GRNSW in respect of acquisition of Assets	4,466,508	4,383,305
10.SECURED LOANS		
CBA Loan	450,000	550,000
Secured by charge over Head Office property		
11.CREDITORS AND BORROWINGS		
Trade Creditors and Accruals	505,950	258,819
	505,950	258,819
12.PROVISIONS		
Annual Leave & Long Service Leave	153,915	167,356
Provision for Project Development	-	128,562
Provision for Special Event	21,359	80,000
Provision Others	19,467	40,016
Provision for Prizemoney	-	100,000
	194,741	515,935



#### 14. Financial Instruments

#### **Financial Risk Management**

#### (a) General Objectives, Policies and Processes

In common with all businesses, the entity is exposed to risks that arise from its use of financial instruments. This note describes the entity's objectives, policies and processes for managing those risks and the methods used to measure them. Further quantitative information in respect of these risks is presented throughout these financial statements.

There have been no substantive changes in the entity's exposure to financial instrument risks, it's objectives, policies and processes for managing those risk or the methods used to measure them from previous periods unless otherwise stated in this note.

The Board has overall responsibility for the determination of the entity's risk management objectives and policies. The entity's risk management policies and objectives are therefore designed to minimise the potential impacts of these risks on the results of the company where such impacts may be material. The Board receives reports through which it reviews the effectiveness of the process put in place and appropriateness of the objectives and policies it sets.

The overall objective of the Board is to set policies that seek to reduce the risk as far as possible. Further details regarding these policies are set out below:

#### (b) Credit Risk

Credit risk is the risk that the other party to a financial instrument will fail to discharge their obligation resulting in the entity incurring a financial loss. This usually occurs when debtors or counterparties to derivative contracts fail to settle their obligations owing to the entity. There is no concentration of credit risk, and as a result, the credit quality of financial assets that are neither past due nor impaired is good.

The maximum exposure to credit risk at balance date is as follows:

	2015	2014
	\$	\$
Receivables	1,763,182	1,592,164

#### (c) Liquidity Risk

Liquidity risk is the risk that the entity may encounter difficulties raising funds to meet commitments associated with financial instruments that is creditors. It is the policy of the Board that the entity maintains adequate funds.

2015	Carrying Amount	Contractual Cash Flows \$	<6 Months \$	>6 Months
Financial Liabilities				
Non-Derivative				
Current Payables	505,950	505,950	505,950	-
Secured Loans	450,000	-	-	450,000
2014	Carrying Amount \$	Contractual Cash Flows \$	<6 Months \$	>6 Months
Financial Liabilities				
Non-Derivative				
Current Payables	258,819	258,819	258,819	-
Secured Loans	550,000	_	_	550,000



#### (d) Market Risk

Market risk arises from the use of interest bearing financial instruments. It is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in interest rates (interest rate risk).

#### (e) Interest Rate Risk

The entity is constantly monitoring its exposure to trends and fluctuations in interest rates in order to manage interest rate risk.

#### **Sensitivity Analysis**

The following tables demonstrate the sensitivity to a reasonably possible change in interest rates, with all other variables held constant, of the entity's results (through the impact on adjusted interest rate).

2015	Carrying Amount	+1% Interest Rate	-1% Interest Rate
	\$	\$	\$
Cash & Cash Equivalents	1,308,395	13,084	-13,084
2014	Carrying Amount \$	+1% Interest Rate \$	-1% Interest Rate \$
		Ψ	
Cash & Cash Equivalents	1,624,585	16,246	-16,246

#### (f) Net Fair Values

The net fair value of all assets and liabilities approximates their carrying value.

No financial assets or financial liabilities are traded on organised markets in standardised form.

The aggregate net fair values and carrying amounts of financial assets and financial liabilities are disclosed in the balance sheet and in the notes to the financial statements.

#### 13. SEGMENT REPORTING

The Entity operates in the Greyhound Racing Industry throughout New South Wales.

#### 14. Member's guarantee

The Entity is incorporated under the Corporations Act 2001 and is a Company limited by guarantee. If the Entity is wound up, the constitution states that each member is required to contribute a maximum \$2 each towards meeting any outstanding obligations of the entity. At 30 June 2015, the total amount that members of the Entity are liable to contribute if the Entity wound up is \$2,064 (2014: \$2,464).

	2015	2014
15. RECONCILIATION	\$	\$
(a) Reconciliation of Cash		
Cash on Hand	1,850	1,850
Cash at Bank	806,545	1,622,735
Interest Bearing Deposits	500,000	-
	1,308,395	1,624,585
(b) Reconciliation of Net Cash Provided by Operating		
Activities to Operating Deficit after Tax		
Surplus/ (Deficit) before Other Income & Income Tax	68,063	173,260



Depreciation and Amortisation	285,651	271,360
Dividend Share Reinvestment Plan	26,901	(1,665)
Other Debtors & Prepayments	(171,018)	810,144
Inventories	(1,588)	9,127
Deferred income	83,203	43,505
Trade Creditors and Accruals	63,928	(195,975)
Provisions	(321,194)	10,136
Net Cash provided by Operating Activities	33,946	1,119,891

#### **16. CAPITAL MANAGEMENT**

Management control the capital of the entity to ensure that adequate cash flows are generated to fund obligations and that returns from investments are maximised. The finance committee ensures that the overall risk management strategy is in line with this objective.

The Association's capital consists of real property assets, leasehold improvements, supported by financial assets. Management effectively manage the entity's capital by assessing the Association's financial risks and responding to changes in these risks and in the market.

There have been no changes to the strategy adopted by management to control the capital of the Association since previous year.

## Statement of Profit and Loss and Other Comprehensive Income For the year ended 30 June 2015

\$ 520,344 11,807,464 3,574,830 271,360 297,418
11,807,464 3,574,830 271,360
3,574,830 271,360
271,360
·
297,418
342,672
2,049,153
125,267
5,493,848
173,260
-
(245,782)
(245,782)
(72,521)

The accompanying notes form part of these financial statements.

# Independent Audit Report To the Members of the New South Wales Greyhound Breeders, Owners & Trainers' Association Limited

#### **Scope**

#### **Report on the Financial Report**

We have audited the accompanying financial report of The New South Wales Greyhound Breeders Owners & Trainers Association Limited, which comprises the balance sheet as at 30 June 2015 and the income statement, statement of recognised income and expenditure and cash flow statement for the year ended on that date, a summary of significant accounting policies and other explanatory notes and the directors' declaration which are included on pages 18 to 35 of this report.

We do not express any opinion on the allocation of income & expenditure on the Head Office and individual track accounts.

#### **Directors' Responsibility for the Financial Report**

The directors of the company are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Act 2001.* 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**

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the 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 to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the internal control. An audit also includes evaluation the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, 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 requirements of the Corporations Act 2001. We confirm that the independence declaration required by the Corporations Act 2001, provided to the directors of The New South Wales Greyhound Breeders Owners & Trainers Association Limited on 31st October 2015, would be in the same terms if provided to the directors as at the date of this auditor's report.

#### **Auditor's Opinion**

In our opinion:

- **a.** the financial report of The New South Wales Greyhound Breeders Owners & Trainers Association Limited is in accordance with the *Corporations Act 2001*, including:
  - i. giving a true and fair view of the company's financial position as at 30 June 2015 and of their performance for the year ended on that date; and
  - ii. complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001

Name of Firm: Wealth Definition

**Chartered Accountants** 

Name of Partner: Peter M Power

Address: Suite 17, Level 1, 10 Park Street Mona Vale NSW 2103

Dated this 31st day of October 2015



HEAD OFFICE	2015	2014
INCOME	\$	\$
Interest From Investments	9,680	13,080
Members Subscription	10,290	6,973
Rent Received	130,942	127,499
Gain/ Loss on Sale of Assets	15,461	-
Sundry Revenue	20,534	6,206
The Gardens Overhead Fees	-	20,000
TOTAL INCOME	186,907	173,758
EXPENDITURE		
AGRA Conference Expenses	25,949	20,100
Bank Charges	3,982	4,446
Insurance	16,417	14,675
Depreciation	56,236	63,786
Legal Expenses	7,900	26,161
Light & Power	10,888	10,639
General Expenses	101,168	61,521
Repairs & Maintenance	5,677	4,243
Computer Expenses	16,106	22,705
Rates &Taxes	7,282	12,166
Audit Fees	14,400	14,400
Membership Badges	1,055	1,040
Printing, Stationery & Postage	7,397	15,982
Annual/ Biannual Expense	16,035	13,943
Motor Vehicles	8,860	13,527
Rent	80,895	79,089
Salaries & Wages	369,817	361,255
Sponsorships, Donation & Subsidies	22,682	23,136
Wages Oncosts	93,337	95,122
Telephone/ Fax	29,714	29,473
Travelling Expenses Directors	85,081	91,834
Travelling Expenses Staff	16,913	19,262
TOTAL EXPENDITURE	997,791	998,507
OPERATING SURPLUS/ (DEFICIT)	(810,884)	(824,748)



TRACK-WENTWORTH PARK NUMBER OF MEETINGS	2015 129	2014 131
INCOME	\$	\$
GRNSW Distribution	3,226,885	2,764,098
Prizemoney Incentive Scheme	-	100,000
On Course Totalisator, net	-	330,773
Raceday Catering and Liquor, net	211,770	290,658
Distribution from WP Arena	351,306	303,459
Bookmakers' Fees	39,900	44,100
Admission Fees	118,858	166,882
Car Park	19,173	24,233
Sponsorship and Promotional Rights	231,257	350,750
Form Guides net	1,103	5,167
Trial Income	43,716	44,203
Interest From Investments	6,048	8,173
Sundry Revenue & Broadcasting Fees	250,668	255,242
Grants	32,836	48,273
TOTAL INCOME	4,533,521	4,736,012
EXPENDITURE		
Advertising & Promotions	90,736	149,165
AGRA Nationals & Australian GOTY Expenses	-	20,000
Amortisation & Depreciation	24,158	18,189
Audit Fees	9,000	9,000
Car Park	20,770	38,710
Insurance	21,862	22,992
Interest Expense	27,268	34,440
Legal Expenses	6,825	20,223
Licence Fee & Variable Outgoings	1,830,981	1,880,676
Light & Power	35,242	35,108
Meeting Expenses	652,453	682,268
Motor Vehicles	1,793	39
Printing, Stationery & Postage	24,012	31,994
Prizemonies	584,850	544,165
Salaries & Wages	221,896	210,606
Wages Oncosts	101,148	102,603
Telephones/ Fax	1,609	1,434
Trophies	35,965	25,468
Wages Meetings & Trials	356,250	358,009
TOTAL EXPENDITURE	4,046,818	4,185,090
OPERATING SURPLUS/ (DEFICIT)	486,703	550,922
Other Income	11,460	118,443
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	498,163	669,365



TRACK-GOSFORD NUMBER OF MEETINGS	2015 61	2014 53
INCOME	\$	\$
GRNSW Distribution	555,827	429,675
Prizemoney Incentive Scheme	-	5,887
On Course Totalisator, net	-	48,576
Raceday Catering and Liquor, net	85,397	103,729
Bookmakers' Fees	3,564	3,564
Admission Fees	40,218	35,940
Sponsorship and Promotional Rights	49,211	44,350
Form Guides net	3,114	3,216
Trial Income	39,862	39,361
Interest From Investments	2,422	3,271
Sundry Revenue & Broadcasting Fees	184,730	195,093
Grants	28,359	35,818
TOTAL INCOME	992,703	948,479
EXPENDITURE		
Advertising & Promotions	21,374	10,368
Amortisation & Depreciation	26,774	30,710
Audit Fees	3,600	3,600
Insurance	22,481	20,637
Interest Expense	0	817
Legal Expenses	350	375
Light & Power	59,477	64,738
Meeting Expenses	134,495	126,369
Motor Vehicles	4,506	10,045
Printing, Stationery & Postage	6,326	5,814
Prizemonies	200,185	182,985
Rent	29,651	28,889
Repairs & Maintenance	56,449	40,921
Salaries & Wages	81,614	66,650
Wages Oncosts	58,830	50,718
Telephones/ Fax	4,254	4,932
Trophies	2,376	1,704
Wages Meetings & Trials	311,762	263,777
TOTAL EXPENDITURE	1,024,502	914,048
OPERATING SURPLUS/ (DEFICIT)	(31,799)	34,431
Other Income	(31,799)	15,000
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	(31,799)	49,431
C. 2.D CON (DELICIT) AT LET CHIEF HOUSE	(01,100)	10,701



TRACK-THE GARDENS NUMBER OF MEETINGS	2015 0	2014 110
INCOME	\$	\$
GRNSW Distribution	-	886,040
Prizemoney Incentive Scheme	-	8,759
On Course Totalisator, net	-	97,767
Raceday Catering and Liquor, net	-	128,545
Bookmakers' Fees	-	409
Admission Fees	-	67,117
Sponsorship and Promotional Rights	-	35,218
Form Guides net	-	3,771
Trial Income	-	90,627
Interest From Investments	-	3
Sundry Revenue & Broadcasting Fees	-	64,797
Grants	-	45,160
TOTAL INCOME	-	1,428,213
EXPENDITURE		
Advertising & Promotions	-	11,861
Consultancy Fees	-	9,870
Head Office Overhead Fees	-	20,000
Insurance	-	11,376
Legal Expenses	-	2,330
Light & Power	-	79,295
Meeting Expenses	-	211,376
Motor Vehicles	-	1,775
Printing, Stationery & Postage	-	7,066
Prizemonies	-	378,450
Repairs & Maintenance	-	61,327
Salaries & Wages	-	58,568
Wages Oncosts	-	64,610
Telephones/ Fax	-	4,125
Travel Staff	-	1,307
Trophies	-	3,665
Wages Meetings & Trials	-	353,225
TOTAL EXPENDITURE	-	1,280,226
OPERATING SURPLUS/ (DEFICIT)	-	147,987
Other Income	-	-
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	-	147,987



TRACK-LISMORE NUMBER OF MEETINGS	2015 65	2014 51
INCOME	\$	\$
GRNSW Distribution	567,898	421,180
Prizemoney Incentive Scheme	-	10,610
On Course Totalisator, net	-	35,571
Raceday Catering and Liquor, net	95,749	91,021
Admission Fees	27,966	26,675
Sponsorship and Promotional Rights	46,652	39,059
Form Guides net	191	2,032
Trial Income	59,685	55,785
Interest From Investments	2,422	3,272
Sundry Revenue & Broadcasting Fees	106,783	117,376
Write Back of Flood Damage Provision	30,280	-
Grants	32,824	33,000
TOTAL INCOME	970,447	835,580
EXPENDITURE		
	12.201	10.006
Advertising & Promotions	13,291	18,096
Amortisation & Depreciation Audit Fees	50,129	49,375
Bank Fees	3,600 895	3,600 873
Computer Expenses	1,162	1,179
Consultancy Fees	9,262	350
Insurance	13,638	13,183
Flood Damage Provision	10,008	10,008
Light & Power	30,463	30,704
Meeting Expenses	127,748	103,521
Motor Vehicles	258	186
Printing & Stationery	4,061	5,050
Prizemonies	224,470	185,075
Rates & Taxes	13,644	15,134
Repairs & Maintenance	31,796	34,924
Salaries & Wages	64,809	56,954
Subscriptions	1,044	405
Trial Expenses	886	997
Wages Oncosts	43,499	39,545
Telephones/ Fax	5,482	3,328
Trophies	3,271	3,837
Wages Meetings & Trials	249,633	201,363
TOTAL EXPENDITURE	903,049	777,688
OPERATING SURPLUS/ (DEFICIT)	67,398	57,892
Other Income	-	-
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	67,398	57,892



TRACK-MAITLAND	2015	2014
NUMBER OF MEETINGS	70	52
INCOME	\$	\$
GRNSW Distribution	611,384	422,900
Prizemoney Incentive Scheme	-	20,494
On Course Totalisator, net	-	44,586
Raceday Catering and Liquor, net	30,673	29,022
Bookmakers' Fees	100	273
Admission Fees	29,542	27,783
Sponsorship and Promotional Rights	92,358	101,981
Form Guides net	(2,049)	(315)
Trial Income	44,702	50,621
Interest From Investments	2,422	3,276
Sundry Revenue & Broadcasting Fees	98,818	115,093
Grants	28,441	29,980
TOTAL INCOME	936,391	845,694
EVOCADITUDE		
EXPENDITURE  A Landing of Brown Hamiltonian Control of	0.047	40.00
Advertising & Promotions	9,847	10,824
Amortisation & Depreciation	24,141	21,216
Audit Fees	3,600	3,600
Bank Fees	286	368
Computer Expenses	1,170	309
Insurance	6,956	7,622
Legal Expenses	(472)	1,750
Light & Power	20,400	15,300
Meeting Expenses	130,543	96,425
Motor Vehicles	4,683	5,090
Printing & Stationery	6,223	4,669
Prizemonies	260,525	207,440
Rates & Taxes	11,733	9,318
Repairs & Maintenance	40,473	43,219
Rent	52,281	48,436
Wages Oncosts	45,362	37,059
Salaries & Wages	51,795	62,807
Sponsorship Expense	33,588	35,207
Subscriptions	400	355
Telephones/ Fax	2,155	2,743
Trial Expenses	1,472	1,821
Trophies	3,685	3,603
Wages Meetings & Trials	243,865	176,890
TOTAL EXPENDITURE	954,710	796,072
OPERATING SURPLUS/ (DEFICIT)	(18,319)	49,622
Other Income	49,152	58,697
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	30,833	108,319



TRACK-BULLI NUMBER OF MEETINGS	2015 50	2014 49
INCOME	\$	\$
GRNSW Distribution	466,893	394,855
On Course Totalisator, net	-	44,245
Raceday Catering and Liquor, net	20,962	20,314
Admission Fees	20,209	21,566
Catering Rent	6,818	6,682
Sponsorship and Promotional Rights	33,289	22,788
Form Guides net	(802)	(555)
Trial Income	38,200	33,378
Interest From Investments	1,213	1,637
Sundry Revenue & Broadcasting Fees	127,054	120,155
Grants	22,700	32,911
TOTAL INCOME	736,536	697,977
EXPENDITURE		
Advertising & Promotions	13,449	19,953
Amortisation & Depreciation	12,050	9,141
Audit Fees	1,800	1,800
Bad Debts	34,728	1,000
Computer Expenses	1,200	315
Donations	500	-
Insurance	7,039	17,822
Legal Expenses	1,750	6,583
Light & Power	13,106	26,908
Meeting Expenses	85,160	85,474
Motor Vehicles	112	4,630
Printing & Stationery	2,185	3,302
Prizemonies	153,550	151,435
Rates & Taxes	6,502	17,291
Rent	12,555	12,062
Repairs & Maintenance	23,658	31,951
Salaries & Wages	67,045	105,477
Subscriptions	465	433
Wages Oncosts	36,686	45,242
Telephones/ Fax	3,740	5,875
Travel Staff	100	597
Trial Expenses	1,513	2,100
Trophies	1,285	2,607
Wages Meetings & Trials	197,563	191,456
TOTAL EXPENDITURE	677,744	<b>742,453</b>
OPERATING SURPLUS/ (DEFICIT)	58,792	(44,477)
Other Income	11,818	-
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	70,610	(44,477)



TRACK-APPIN NUMBER OF MEETINGS	2015 1	2014 4
INCOME	\$	\$
On Course Totalisator, net	-	13
Bookmakers' Fees	-	280
Admission Fees	416	1,758
Sponsorship and Promotional Rights	400	500
Form Guides net	26	91
Trial Income	18	77
Interest From Investments	1,210	1,635
Sundry Revenue	59,620	81,563
TOTAL INCOME	61,690	85,917
EXPENDITURE		
Audit Fees	1,800	1,800
Consultancy Fees	9,620	2,625
Depreciation	23,057	22,649
Insurance	8,844	8,862
Light & Power	1,582	2,616
Meeting Expenses	2,542	2,329
Printing & Stationery	95	82
Prizemonies	4,190	15,525
Rates & Taxes	7,114	6,019
Repairs & Maintenance	6,891	5,974
Salaries & Wages	-	424
Wages Oncosts	188	967
Telephones/ Fax	3,102	3,914
Travel Staff	-	300
Trophies	-	533
Wages Meetings & Trials	1,157	5,623
TOTAL EXPENDITURE	70,182	80,242
OPERATING SURPLUS/ (DEFICIT)	(8,492)	5,675
Other Income	-	-
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	(8,492)	5,675



TRACK-BATHURST NUMBER OF MEETINGS	2015 53	2014 52
INCOME	\$	\$
GRNSW Distribution	465,038	375,650
Prizemoney Incentive Scheme	-	7,445
On Course Totalisator, net	-	38,110
Raceday Catering and Liquor, net	11,482	11,785
Admission Fees	20,236	21,174
Sponsorship and Promotional Rights	32,603	31,752
Form Guides net	(57)	552
Trial Income	28,193	26,143
Interest From Investments	2,422	3,272
Sundry Revenue & Broadcasting Fees	39,209	58,668
Grants	18,298	28,370
TOTAL INCOME	617,424	602,920
EXPENDITURE		
Advertising & Promotions	16,504	11,992
Amortisation & Depreciation	28,937	25,788
Audit Fees	3,600	3,600
Insurance	8,903	8,597
Light & Power	16,445	17,926
Meeting Expenses	87,434	82,417
Motor Vehicles	157	152
Printing & Stationery	2,978	3,594
Prizemonies	182,210	179,440
Rates & Taxes	7,947	7,059
Repairs & Maintenance	62,305	52,890
Rent	50	1
Salaries & Wages	65,678	52,434
Subscription	100	-
Wages Oncosts	20,613	19,219
Telephones/ Fax	3,981	4,996
Trophies	5,766	3,426
Wages Meetings & Trials	73,975	83,688
TOTAL EXPENDITURE	587,582	557,220
OPERATING SURPLUS/ (DEFICIT)	29,842	45,700
Other Income	10,545	-
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	40,387	45,700



TRACK-GUNNEDAH NUMBER OF MEETINGS	2015 20	2014 20
INCOME	\$	\$
GRNSW Distribution	144,182	140,665
On Course Totalisator, net	-	2,824
Raceday Catering and Liquor, net	15,574	14,031
Bookmakers' Fees	1,455	1,455
Admission Fees	11,893	10,869
Sponsorship and Promotional Rights	14,742	17,879
Form Guides net	796	536
Trial Income	7,721	6,365
Interest From Investments	1,212	1,638
Sundry Revenue	10,441	4,088
Grants	8,800	10,000
TOTAL INCOME	216,817	210,349
EXPENDITURE		
Advertising & Promotions	1,418	1,338
Amortisation & Depreciation	16,618	13,298
Audit Fees	1,800	1,800
Computer Expenses	662	683
Insurance	5,891	5,692
Light & Power	6,443	7,595
Meeting Expenses	35,956	34,854
Motor Vehicles	157	152
Printing & Stationery	995	789
Prizemonies	130,720	128,650
Rates & Taxes	3,550	4,082
Repairs & Maintenance	15,819	8,689
Subscription	200	45
Telephones/ Fax	2,401	2,152
Trophies	400	635
TOTAL EXPENDITURE	223,031	210,454
OPERATING SURPLUS/ (DEFICIT)	(6,214)	(104)
Other Income	-	31,000
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	(6,214)	30,896



TRACKTEMORA NUMBER OF MEETINGS	2015 19	2014 20
INCOME	\$	\$
GRNSW Distribution	161,484	157,545
On Course Totalisator, net	-	2,781
Raceday Catering and Liquor, net	8,295	13,584
Admission Fees	8,181	12,185
Sponsorship and Promotional Rights	20,680	34,008
Form Guides net	348	295
Trial Income	11,225	8,401
Interest From Investments	1,210	1,635
Sundry Revenue	15,427	2,244
Grants	10,000	11,051
TOTAL INCOME	236,849	243,728
EXPENDITURE		
Advertising & Promotions	2,416	2,715
Amortisation & Depreciation	23,551	17,207
Audit Fees	1,800	1,800
Computer Expenses	-	1,129
Insurance	4,251	4,615
Light & Power	5,878	6,947
Meeting Expenses	40,356	47,356
Motor Vehicles	2,406	-
Printing & Stationery	2,011	1,095
Prizemonies	118,725	124,375
Rates & Taxes	13,035	11,111
Repairs & Maintenance	20,844	15,431
Wages Oncosts	1,408	_
Telephones/ Fax	2,313	2,270
Trophies	1,563	3,095
Wages Meetings & Trials	8,665	-
TOTAL EXPENDITURE	249,221	239,148
OPERATING SURPLUS/ (DEFICIT)	(12,372)	4,580
Other Income	1,871	22,642
OPERATING SURPLUS/ (DEFICIT) AFTER OTHER INCOME	(10,501)	27,222



### **Trading and Profit & Loss Account For the Year Ended June 30, 2015**

	2015 \$	2014 \$
NET SURPLUS FOR TRACKS BEFORE OTHER INCOME	650,385	1,098,009
HEAD OFFICE NET (DEFICIT)	(810,884)	(824,748)
	(160,499)	273,260
Add: Write Back of Provision for Future Prizemoney	100,000	-
Add: Write Back of Project Development Costs	128,562	-
Less: Future Prizemoney Provision	-	100,000
(DEFICIT)/ SURPLUS BEFORE OTHER INCOME	68,063	173,260
Less: OTHER INCOME	84,846	245,782
NET (DEFICIT)/ SURPLUS AFTER OTHER INCOME	(16,783)	(72,521)



#### The NSW Greyhound Breeders, Owners & Trainers' Association Limited

ACN 000 043 756

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