



# MAR 2007

## NSWROA DIRECTORS

**Max Whitby** – President  
**Stephen van Eyk** – Vice President  
**Benedict Chan**  
**Darren Farnham**  
**Chris Keogh** - Treasurer  
**Michael Kissane**  
**Ray McDowell**  
**Michael Yates**

**David Reay** – Executive Manager

## NOTE FROM THE PRESIDENT

Vale Rob Albon



It is with great sadness that the NSW Racehorse Owners Association acknowledges the passing of Mr. Rob Albon on the 1<sup>st</sup> of March 2007. Rob was a long-term serving member and former President of the Association with 6 years service as a Director. Rob was a passionate racing man having enjoyed much success as an owner and will be sorely missed by all who knew him. On behalf of the Directors of the NSWROA and racing community we offer our sincere condolences to Carrie, family and friends.

## NSWROA CHARITY GOLF DAY 22<sup>ND</sup> OF MARCH 2007

The Annual Charity Golf Day is on this month (**22<sup>nd</sup> of March**) with over 100 participants expected to complete in the 4 person Ambrose Event. The event will take place at Macquarie Links Golf Course and the cost for the day is \$150 for ROA Members and \$200 for Non-Members. The cost of the package includes everything from cart hire, to drinks, to breakfast and lunch, (everything but a good golf swing!)

There will be many high profile jockeys, trainers & media personalities participating in the day with raffle items including a business class trip for two to New Zealand courtesy of **Emirates Airlines** & a nomination to 'Honours List' standing at Widden Stud, courtesy of **Iskander Racing & Breeding**.



'Honours List Nomination to raffle at Golf Day'

The Charity Golf Day will commence at 7.30am with all the days activities expected to be complete by 2.30pm. Please visit the website for more information and to book.

## SYDNEY CUP LUNCHEON 14 APRIL 2007 – BOOK NOW!

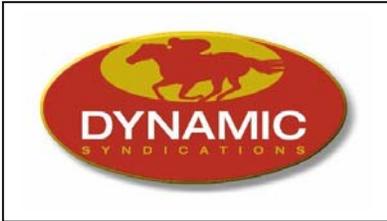
The NSWROA will hold its annual Sydney Cup Day luncheon on the 14<sup>th</sup> of April 2007. The cost will be \$130 for ROA Members and \$160 for Non-Members. See the website for more details and bookings.

## WIN A FREE SERVICE TO 'CLASSIC ENDEAVOR' VALUED AT \$16,500 BY RENEWING PRIOR TO MARCH 31

Exclusive to NSWROA Members only, anyone **renewing membership or joining prior to March 31 2007** will be in the draw to win a Nomination to first season US Stallion 'Classic Endeavor' (valued at \$16,500) or any other Stallion of your choice standing at **Ilala Stud**, Scone NSW. Please call David at the office on 02 9299 4299 to renew over the phone today!



'USA Group winning Classic Endeavour'



## **SYNDICATION INFORMATION – PART 4**

### **'ROLL OF A PROFESSIONAL SYNDICATOR'**

#### **STAGE THREE : INTERACTION AND INVOLVEMENT**

Some owners crave hands on involvement whilst others just want to know when it's racing and or should they bet !

Owners involved with professional syndication companies can be involved as much or as little as they individually wish. Simply you own the horse and are treated with the respect that an owner should receive.

#### **What Owners Should Expect**

Professionally managed syndication companies usually offer the following services to their clients.

Written reports every seven days whilst the horse is in work and monthly when they are in the spelling paddock.

When the horse is up to racing stage owners should receive notification of the nominations, weights, acceptances, and after race summary.

Owners should be (within reason) met at the races and introduced to other owners. This creates for good interaction and the development of friendships.

Owners can gain access to their horse at anytime in the stables and spelling paddock as long as an appointment is made in advance.

Owners should be supplied regularly with updated photos and where possible video clips of their horse at the stables or spelling paddock.

Owners should receive prizemoney won by their horse directly into their supplied bank account immediately it's available from the racing authority.

Owners should receive a copy of an audited set of accounts relating to their horse each financial year.

Most importantly Owners need to receive personalised service. Whilst access to the trainer may be sometimes difficult professional syndication companies have dedicated staff to answer your questions and ensure your involvement is enjoyable.

Dealing with a professionally managed racing partnership removes many stress levels associated with ownership and also removes the ugly issue of internal politics that can discourage innocent owners of fulfilling their enjoyment.

Other value added components offered by professional syndicators include:

- Merchandise
- Raceday Ratings
- Stable Mail
- Social Function Access including involvement at organized industry functions e.g. NSWROA Dinner tables, etc.

To receive this service, owners should expect to pay a reasonable fee. No operator would do this work without compensation.

#### **What Owners Should Not Expect:**

These partnerships are professionally managed by the syndicators under their AFS Licence requirements as they are regarded as Managed Investment Schemes. The will and influence of one owner should never impact on the overall position of 9 other owners. Professional syndicators must act in the benefit of the majority. Therefore if any owner is anticipating buying a share and taking control then I recommend this is not the best option for racehorse ownership as those owners may be sadly disappointed.

#### **STAGE 4 :**

#### **PROFESSIONAL MANAGEMENT**

#### **INTEGRITY, TRANSPERANCY & DUTY OF CARE**

ASIC - Managed Investment Schemes  
Regulatory Requirements and the Class Order  
Partnership Agreements & Dispute Resolution Process  
Product Disclosure Statements & Financial Services Guide

#### **END OF OUR FEATURE ARTICLE**

That completes the last of 4 segments on 'Racehorse Syndication - An Owners Perspective' published in the previous 4 Newsletters. We hope that gave everyone some valuable insight into the professional syndication process and hopefully will open up some interest with the various professional syndication organizations available to you.

**FREE MEMBERS 'AUTUMN  
CARNIVAL' TIPPING  
COMPETITION – JOIN NOW**

**Prizes:**

**1st** - \$1000 + Free Nomination to Intergaze (Valued at \$6,500)

**2nd** - Lunch for Two - with Racing Celebrity (Valued at \$200)

**3rd** - Dinner for Two at The Republic Hotel - Sydney (Valued at \$200)

Join in the buzz of the 2007 Sydney Autumn Racing Carnival and be in the running to win great prizes including a Free Nomination to star stallion 'Intergaze'. The Competition is exclusively for current NSWROA Members Only, with free entry. Register on the website or by emailing your Name & Membership No. to 'nswroa1@ozemail.com.au' indicating you want to enter the Free Autumn Carnival Tipping Competition. See the website for conditions and details. **Entries Close on Friday the 16<sup>th</sup> of March.**

**HOT ISSUES –EXCLUSIVE  
MEETING WITH PETER  
V'LANDYS RACINGNSW**

On the 5<sup>th</sup> of March the Board called on the CEO of RacingNSW Mr Peter V'Landys to address current racehorse owner issue's and update the Board on other hot issues facing the industry. The relevant points of interest are summarized below;

● **Representative on RacingNSW Board** - Peter V'Landys highlighted in his discussions with the NSWROA that he maintains his strong view for a sole Owners Nominee (Representative) on the

RacingNSW Board. The NSWROA also reported to V'Landys that we will continue to lobby for this issue regardless of the Thoroughbred Act Review outcome and recommendations.

● **Ken Brown Report** - Mr V'Landys stated that the Ken Brown Report is still under review however the implementation of the Thoroughbred Act Recommendations will not be made until after the election. He believes that there will be a change in the current racing portfolio leadership and composition.

● **Trainer/Owner Agreements** - V'Landys stated that RacingNSW will support any future Trainer / Owner agreement template providing the trainers and owners both agree to the contents of the template. V'Landys said there was excellent industry value in having a generic template although it will not be compulsory for use by all trainers and owners in the industry.

● **Recent Trainers Proposals** - The recent \$200 appearance fee proposed by Trainers would cost the industry a further \$11 million dollars out of prizemoney. In general RacingNSW does not support the proposals by the NSW Branch of the ATA and puts the onus on them to run their establishments as a financially viable business.

● **Small Fields** - The NSWROA commented on the recent number of small fields at many racemeetings across the state. V'Landys said that although average fields sizes have increased slightly there has been a dramatic increase in fields with 8 runners or less. To address this issue he said that race programming will be the focus at

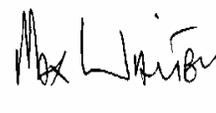
RacingNSW to rectify the problem.

● **Ratings Based Handicapping** - V'Landys stated that RacingNSW will persevere in getting the Ratings Based System accepted and working for all industry participants. He believes the current weight scale needs to be further spread to increase the competition and participation in ratings based races. He added that there has been negative vibe from many trainers and owners in increasing the current weight scale however he is optimistic this perception will change in time.

● **BOBS** - V'Landys stated that the current BOBS advisory group (in which NSWROA are represented) will be down sized in the future. The focus of the group in the future will be research the extent of BOBS Vouchers and benefits under the current funding structure. This includes scope to extend BOBS bonuses for horses over 3 years of age, and the payment of BOBS bonuses to placed horses.

● **Tax Concessions** - Mr V'Landys supported tax breaks for participants in the racing industry. Despite the majority of owners being hobbyists there is still significant progress being made for owners and trainers operating as a business (refer Paul Carrazzo article last newsletter).

Yours in Racing



**Max Whitby  
President**