



ALEXANDRA  
— PARK —



# 2019

AUCKLAND TROTting CLUB  
**ANNUAL REPORT**

WOLANDS STUD

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WOLANDS STUD  
— Celebrate — Old Country — ng

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Front Cover: Lemond  
- 30 November 2018



**Photo Credit: Derby Night**  
8 March 2019

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## NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the Annual General Meeting of Members of the Auckland Trotting Club Inc. will be held:

**Date:** Wednesday 23rd October 2019

**Time:** 6.00 pm

**Location:** Rutherford Room (Level Two), Alexandra Park Raceway, Epsom.

### Business

1. To receive the report of the Board, and consider and adopt the Financial Statements and receive the Auditor's Report for the year ended 31 July 2019.
2. To elect Directors. This year there are three directors to be elected.

The following nominations have been received for Directors:

- Jamie MacKinnon
- Derek Balle
- Leonard Oughton
- Scott Plant
- Robert McAuley

As the number of nominated candidates exceeds the number of vacant Elected Director positions (three) an election will be conducted by ballot, and the President shall declare the three successful candidates at the AGM.

3. To consider and set the annual remuneration for the Board pursuant to clause 11.13(a) of the Constitution.
4. General Business



Mauro Barsi  
Chief Executive Officer  
24 September 2019



**Photo Credit: Maroola**  
- 14 December 2018



**Bruce Carter**  
President

*It is my privilege as President to present the Annual Report of the Auckland Trotting Club for the 2018/2019 season.*

*This year has been extremely difficult for the club, but in saying that we have made good progress and welcomed our new Chief Executive Mauro Barsi to the fold. Mauro has a strong understanding of racing having served on the NZ Racing Board and has a strong commercial background.*

## PROPERTY

We had a continuation of challenges in our new property development this year. In Block A, our new contractor CMP Construction Ltd has encountered a large amount of remedial work since coming on site. To ensure all work is completed to the standard required and promised to our stakeholders, CMP Construction Ltd is programmed to have building completed by May/June 2020.

In Block B, Ganellen is heading towards a programmed completion date of early 2020.

There remain some legal matters outstanding with respect to the development and we hope to complete those in the coming year.

A show apartment has been prepared which purchasers of Block B have been shown, and this has proven to be well received.

## RETAIL

Over 50% of the retail space has been leased unconditionally with interest building on the remaining tenancies.

As a result of our Special General Meeting, the properties on Manukau Road have been put on the market. The initial feedback from the market has been positive.

As stated in last year's Annual Report, the board needs to undertake a review of how any future development should occur on ATC land.

## RACING

As promised, we lifted our stakes on 1 March 2019. Due to the situation with the property development stakes were not lifted as much as we had earlier hoped but we remain committed to our breeders,



owners, trainers and other stakeholders. We have lifted stake levels substantially, leaving ATC New Zealand's leading Harness Racing Club for stakes.

## FINANCIAL POSITION

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The club started the year with an asset base of \$193 million. With the issues encountered on the development this has reduced to \$126 million after recognising impairment on inventory under construction.

## BUSINESS

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The businesses operational departments traded well through a period of change in management and returned an operating surplus before property items, in line with budget.

## GRATITUDE

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For my part, I extend my deepest gratitude to fellow Board members who have stayed committed under very difficult

circumstances this year, and to Rod Croon who stepped in as Executive Director until our new CEO started.

I would also like to thank management, every one of them, for their hard work this year. Once again, the Race Night Stewards have done a sterling job with their hospitality to sponsors and the racing community.

I would like to extend our sympathies from the Club to the families of members who have passed away during the year.

Finally, to our members, please let me reassure you that the board and management have put in the effort required to get the Club through this difficult period until the Development is concluded.

# PRESIDENT'S REPORT

# THE BOARD OF DIRECTORS



**Bruce Carter**  
*President*

Bruce has been a self-employed property developer for almost 40 years with developments in Auckland and Wellington.

He is currently the Auckland Trotting Club representative on Harness Racing NZ Board and has bred, owned and raced Standardbreds for more than 35 years.



**Rod Croon**  
*Vice President*

Rod has been either President or Vice-President for 12 out of the last 15 years. He has also recently served 7 years on the NZ Racing Board.

Rod has bred, owned and raced many horses and is very determined to drive the success of the ATC.



**Ross Johnson**  
*Director*

Ross is a former Managing Director of International Racehorse Transport and is passionate about the equine industry. He is currently a director on the Harness Racing New Zealand Board.

He breeds, owns and races several horses and his former company is a sponsor at Alexandra Park.



**Jamie MacKinnon**  
*Director*

Jamie is Managing Director of Olympic Swiss Watches. He represents the Auckland Trotting Club on the Sires Stakes Board and has been actively involved in the Harness racing industry for 40+ years.

He and son Jack, a junior driver, are developing a breeding and racing business focusing on the square gaiters.

**Our Board remains focussed on ensuring the sustainability of the Auckland Trotting Club.**





**Derek Balle**  
*Director*

Derek owns a professional Standardbred training operation situated in Pukekohe and has been training for 25 years.

He has been on the Franklin Park committee for five years and is the Franklin Park representative on the Auckland Trotting Club Board. He has also been on the Trainers and Drivers committee for nine years. He adds industry knowledge to the Racing Committee.



**Laurie Peckham**  
*Appointed Director*

Laurie's career extends over 35 years in the construction industry. He is currently responsible for the delivery of all projects for Buildtech, a New Zealand based construction and development company focused on projects for the good of the community.

Laurie has had a long involvement in racing having owned, bred, and raced Standardbred horses.



**Graham Harford**  
*Appointed Director*

Graham was appointed to the Board in November 2018 for a one year term. His appointment was primarily made to assist the Board Members with legal issues arising from the Development Project.

Graham, Director of Dawson Harford Limited, Lawyers & Notary Public, specialises in Corporate & Commercial Law.

Dawson Harford Limited is a keen supporter of the Auckland Trotting Club and has sponsored the NZ Messenger Championship Group 1 Race for many years.



**Photo Credit: Forget the Price Tag**  
- 5 April 2019

*The Board plays a pivotal role in overseeing the strategic direction of the Auckland Trotting Club and ensuring the right strategic programmes are put in place and then implemented.*



## **Role of the Board**

The Board is the governing body of the club and is responsible for overseeing the club's operations, ensuring that its business is carried out in the best interests of the Members and other stakeholders.



## **Strategy**

The Board's specific responsibility is to approve strategic plans for the club and its business units and approve and review the:

- Annual Budgets
- Approve major Capital Expenditure
- Approve acquisitions, divestments and funding
- Review the Club's accounts
- Oversee risk management
- Compliance – Health & Safety, internal and legal compliance
- Codes of conduct
- Appointment of the CEO
- Sign off on the appointment of the CFO
- Reviewing and approving remuneration for the CEO, management team and staff



## **Ethical Standards**

All Board members, Management and staff are required to adopt standards of conduct which are ethical and comply with all legislative requirements.

The national Racing Integrity Unit has set compliance standards with which the club's activities need to comply.



## **Management Limits of Authority**

The Board has delegated the day to day management of the club to the Chief Executive Officer. There are in place specific limits on the ability of the Chief Executive Officer or Management to incur expenditure, enter contracts, or acquire or dispose of assets without Board approval. The club's rules also impose restrictions on the Management and Board which preclude the sale of freehold land and limit borrowings which are secured by mortgage over land owned by the club without the prior approval of Members.

In addition, Harness Racing NZ Inc has the authority to impose certain national standards with which the club needs to comply.



## **Strategic Review**

Due to the recent appointment of a new CEO, the strategic business plan is being reviewed.

This will include a Mission Statement and set out specific strategic goals and objectives for the next five years. Annual Budgets are then prepared and reviewed against the latest Business Plan.



### **Management Reporting**

Management is required to report to each monthly Board meeting in sufficient detail to enable the Board to assess progress against Annual Budgets, strategic goals and major projects. In addition, Management reports detail of compliance with legislative requirements such as Health & Safety.



### **Committees**

Members of the board are allocated positions on the following committees:

- Racing Committee
- Audit and Risk Committee
- Remuneration Committee
- Project Control Group



### **Attendance at Board Meetings**

There have been 12 Board Meetings across the 2018-2019 season; Messrs:

- |                    |                 |
|--------------------|-----------------|
| • B Carter (12)    | • G Harford (8) |
| • D Balle (12)     | • B Purdon (4)  |
| • R Croon (12)     | • K Sumner (3)  |
| • J MacKinnon (12) | • P Smith (2)   |
| • L Peckham (12)   |                 |
| • R Johnson (11)   |                 |





**Rod Croon**  
Executive Director  
(Acting CEO)

*It is with great pleasure that we announced the arrival of our new CEO Mauro Barsi. Mauro stepped into the office on the 12th August and has hit the ground running. Having spent five months in the role of acting CEO at year ending 31 July 2019 it is appropriate that I write this report based on the period covered.*

2018/19 has quite literally been a 'game of two halves.' Whilst we have enjoyed some successes and forged ahead with exciting new initiatives, we have also experienced significant challenges around the sites for our Alexandra Park Living development. We are confident that we now have these projects under control, but it has come at a weighty fiscal cost. Moving forward, we have worked to put initiatives in place to repay the debt incurred and this will continue to be a focus for our operations in the year ahead.

High-value initiatives that are already in motion include the sale of our adjunct Manukau Road properties (the location of Caltex and Burger



King). The marketing of these assets was delayed as we had to tidy leases of rights of refusal clauses on any offer. These clauses have now been deleted. All going well we should have a confirmed sale by our AGM in late October.

The financial position for the primary business of ATC is \$(6K) behind budget, an impressive turnaround given that mid-year reporting had us tracking nearly \$(400K) behind. Final figures for the year ending 31 July 2019 show an operating surplus before non-cash and property items of \$725K and after depreciation, amortisation and interest, a loss of \$(704K). We had budgeted for a loss of \$(698K).

A summary of our racing stakes shows the non-premier meeting average for a nine-race programme totaling around \$130K. That figure rose to \$180K once we introduced our new stakes policy on March 1, 2019 (this date was set early in 2018 when we were advised both projects would be finished). On June 1, 2019, we adjusted our stakes down to \$155K for a nine-race programme. This still kept our minimum stake at \$15K but we lowered the stake for lower-rated horses from \$20K to \$15K. The majority of the racehorses in the North are in that low rated



band. We did maintain a stake of \$25K for intermediate grade horses. With funding from HRNZ for the 2019/2020 season remaining the same and the uncertainty over the development completion dates, this same stakes policy will remain for the next season.

Once the overall Alexandra Park Living development is completed, we have purchaser settlements and are receiving rental income from retailers, the board will then be in a position to review and set season 2020/2021 stake policies.

## GRATITUDE

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With the change in CEO halfway through the season, extra pressure was put on management. I would like to personally thank the management team for their efforts in carrying on business as usual and doing so without missing a beat. I would also like to thank all staff of the ATC family.

In closing, I wish to express sincere thanks to our board members for their efforts in such a challenging year, especially

our President, Bruce Carter. Bruce was present at the club on an almost daily basis as he worked with all the team to get the development back on track. This season was Bruce's last as president of ATC after four years. He has certainly earned the right to put his feet up.

Finally, going forward, I know the club is in good hands with Mauro at the helm and I am confident he will lead the ATC into an exciting new era.

# CEO'S REPORT



**BEHIND THE SCENES**



**Photo Credit: Kratos**  
- 26 July 2019

<b>RACING</b>	<b>17</b>
Overall Performance	18
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<b>STAKEHOLDERS</b>	<b>44</b>



**Photo Credit:**  
**Ball of Art**  
- 22 March 2019





**Regan Cotter**  
Racing Manager

***As Racing Manager, it is my pleasure to share the performance of our racing product that is the hallmark of the Alexandra Park experience.***

The 2018/19 season was a landmark one not only for the ATC but also harness racing as a collective in this country, headlined by industry-leading stakes increases actioned by a forward-thinking ATC Board as of 1 March 2019. This raised the minimum totalisator stake for any given race at Alexandra Park to \$15K, with a glittering combination of \$20K and \$25K races to complement any standard night's programme.

This translated into real meaning for our race competitors, making every Race Night (35 standard and six premier events) something to aim for. With over \$8m paid out to the industry at approximately 105% of industry funding, it's evident that the ATC is delivering on its' commitment to both the sustainability and viability of harness racing in New Zealand.

Our standard field size also continues to improve with an average of around 10 runners consistently lining up per race. The many positive flow-on effects of this include attracting new race goers to events, as well as keeping racing competitive and exciting for regulars.

The overall racing spectacle, and in particular, the 'All Mile Night' has been successfully implemented by the club and well supported by participants. This serves up racing that is entertaining, enthralling and has people wanting to come back each week to be a part of a consistently good racing experience.

One of many highlights that demonstrate what the standardbred code is all about includes the face of Jeremy Young when his filly, Best Western, got up the lane in New Zealand-record time to take out the 'Pascoes The Jewellers' Northern Oaks. This marked the first of many more Group One's for this young trainer whose hard work is showing in his results.

Jeremy's smile shone so brightly, it could probably have been seen from the stands! It's moments like these that keep us all striving and I hope 2019/20 brings more of them.

The closing part of 2019 offers us a real chance to shine and show what we do best with the IRT Inter Dominion series commencing in November. This event offers Alexandra Park the opportunity to elevate this event into a sporting spectacle that reflects the highest international standards. The IRT Inter Dominion series is also a chance to relive and reignite the glory days of harness racing in New Zealand with the nostalgia of previous victories and the legends of the Inter Dominion series who captured the hearts of their Kiwi and Aussie fans.

## OVERALL PERFORMANCE

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The Auckland Trotting Club successfully delivered 41 meetings in the 2018/2019 season. This provided over \$8m in stakes direct to industry participants, and we even added a little colour to the saddlecloths to implement sense of '2019' about Alexandra Park.

In a season where the minimum stakes level was raised to \$15K, the ATC demonstrated it's 100% committed to the betterment of the industry and a future that delivers hope and potential to all who participate.

A major focus for us is creating a better, more positive environment for all; one that encourages and fosters constructive communication. This has been well received by many industry participants who have taken up the offer to engage with us on a range of issues. Thank you to all those people who have taken the time to have an open and honest discussion with me this year. I encourage more people to do the same.

There was also a strong emphasis placed on professionalism this year and sending a clear message that poor behaviour will not be tolerated. This has also been received positively once again. Pride in all that we do has also been a feature of the year with us actively encouraging everyone engaged in our sport to do the same and take real pride in what we all do. Our passion for the sport is evident, as is our effort to continually strive to do better with our communication through open and transparent stakeholder engagement. I feel confident that every decision is made for what we believe to be the betterment of the overall industry, and it is operating with this level of integrity that really defines us as industry leaders here at Alexandra Park.

Celebrating and sharing good stories has been a real focus for us. Whether it was Hilary Barry and Jeremy Wells with Seven Sharp and

their journeys into harness racing ownership, or Guy Williams and the crew brought here to re-create an in-famous mascot race of yesteryear, Alexandra Park has been getting positive coverage. This helps us renew and/or expand upon existing corporate sponsorship agreements with the likes of Sims Pacific Metals & IRT, or – as it did in the 2018/19 season – and attract new and even international companies such as Thai Airways. We hope that the positive stories we have helped facilitate this season continue into 2020 and beyond.

The introduction of the 'All Mile Night' concept, 'conditioned series' throughout the winter months like the ever-popular South Of The Bombay's Series, or the introduction of totalisator Monte racing here at Alexandra Park, have all helped to create positive change in people's perceptions towards harness racing and helped us bring them back to the track.

We are looking forward to the upcoming challenges and opportunities that we will take on in the next 12 months and beyond. This includes the IRT ID19 Series in late November/early December coinciding with Alexandra Park's 'Christmas at the Races' events and the 10,000+ people that this brings through our gates. There is no better time than the present to put on a show that wows the crowds, reinvigorates interest in harness racing, promotes punting and increases industry participation.



**Photo Credit: Majestic One**  
Monte Race - 5 July 2019

# ALEXANDRA PARK TRACK RECORDS

# PACE



## **TOMMY LINCOLN**

TRACK

**21.06.19 | PACE | 1609m**

2YO MOBILE

Time: 1-55.9

Mile Rate: 1-55.9



## **GLADAMARE**

TRACK (EQUAL)

**26.07.19 | PACE | 1609m**

3YO FILLIES MOBILE

Time: 1-55.1

Mile Rate: 1-55.1



## **SPANKEM**

TRACK

**26.04.19 | PACE | 1609m**

OPEN MOBILE

Time: 1-53.4

Mile Rate: 1-53.4



## **ELLE MAC**

TRACK & NATIONAL OVERALL (4YO+)

**31.12.18 | PACE | 1700m**

OPEN MOBILE

Time: 1-57.9

Mile Rate: 1-51.6



## **AMAZING DREAM**

TRACK

**26.04.19 | PACE | 2200m**

2YO FILLIES MOBILE

Time: 2-40.4

Mile Rate: 1-57.3



## **STAR GALLERIA**

TRACK & NATIONAL (4YO+)

**14.09.18 | PACE | 2200m**

OPEN STAND

Time: 2-39.7

Mile Rate: 1-56.7



## **BEST WESTERN**

TRACK & NATIONAL OVERALL (F&M) & (3YO)

**01.03.19 | PACE | 2700m**

3YO FILLIES MOBILE

Time: 3-16.4

Mile Rate: 1-57.0

# ALEXANDRA PARK TRACK RECORDS

# TROT



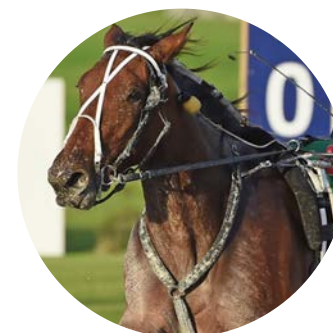
**MOLLY BONES**  
TRACK

21.06.19 | TROT | 1609m  
3YO FILLIES MOBILE  
Time: 2-01.3  
Mile Rate: 2-01.3



**LEMOND**  
TRACK & NATIONAL OVERALL (4YO+)

30.11.18 | TROT | 1700m  
OPEN MOBILE  
Time: 2-01.6  
Mile Rate: 1-55.1



**CHEEKY BABE**  
TRACK

12.04.19 | TROT | 1609m  
2YO FILLIES MOBILE  
Time: 2-04.3  
Mile Rate: 2-04.3



**MORTICIAN**  
TRACK & NATIONAL OVERALL (4YO+)

28.09.18 | TROT | 1609m  
OPEN STAND  
Time: 2-03.4  
Mile Rate: 2-03.4



**MARCOOLA**  
NATIONAL (4YO+)

14.12.18 | TROT | 2200m  
OPEN MOBILE  
Time: 2-41.3  
Mile Rate: 1-57.9



**PRES THE BELLE**  
NATIONAL (4YO+ MARE)

03.05.19 | TROT | 2200m  
OPEN STAND  
Time: 2-47.5  
Mile Rate: 2-02.5



**MASSIVE METRO**  
TRACK & NATIONAL OVERALL (4YO+)

31.12.18 | TROT | 2700m  
OPEN MOBILE  
Time: 3-21.1  
Mile Rate: 1-59.8



**Photo Credit: Mortician**  
- 28 September 2018

## TRACK RECORDS

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Recent performances suggest it's not unrealistic to wonder whether the 1.50 mark will be broken at Alexandra Park sometime soon. On a sweltering New Year's Eve afternoon, driver Elle Mac gave the boys a real run for their money and pushed the old sectional timer for a race time of 1.51.6 M/R.

The afternoon also attracted the best attendance in recent years and it was rewarding to see so many families turn out to enjoy a great Kiwi summer of racing action and entertainment.

Throughout the season, the racing surface has been in flying form. This has also assisted greatly in the popularity of the recently-introduced 'All Mile Nights'.

With the track surface coming to the end of its useable life, a full re-surface will commence at the end of September in time for the IRT ID19 Series, which starts November 29.

## GRATITUDE

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Full credit goes to David Cunneen, whom we must also congratulate on his mid-season promotion to Alexandra Park Track Manager when he took over the reins from Wayne Thomas.

David has taken on the role with confidence and has really fitted in well with the team. Without too many favours going his way in terms of the weather gods, he's done a fantastic job of getting life out of shell that has passed its best-before date.

Fourteen track records were lowered in the 18/19 season, which betters that of season 17/18's tally which was one less with thirteen. Of those, nine were New Zealand age/sex records of which six also achieved overall New Zealand-record classification. With the recent implementation of the 'All Mile Racing' concept in use on more than one occasion throughout the year, honours must be given to the 6yo gelding, Mortician, who on Friday 28 September 2018, became the official New Zealand record holder for trotters in a mile stand. (This record did not previously exist, so it was really history in the making).

# DRIVER PREMIERSHIPS 2018/19

## JUNIOR DRIVERS PREMIERSHIP



### LUKE WHITTAKER

JUNIOR DRIVER PREMIERSHIP

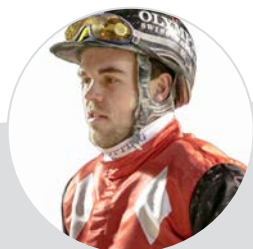
STARTS: 40  
WINS - 6 | SECONDS - 5 | THIRDS - 4  
UDR: 0.2528



### DYLAN FERGUSON

JUNIOR DRIVER PREMIERSHIP

STARTS: 52  
WINS - 5 | SECONDS - 1 | THIRDS - 5  
UDR: 0.1389



### JACK MACKINNON

JUNIOR DRIVER PREMIERSHIP

STARTS: 63  
WINS - 4 | SECONDS - 8 | THIRDS - 4  
UDR: 0.1552

## DRIVERS PREMIERSHIP



### ANTHONY HERLIHY

DRIVER PREMIERSHIP

STARTS: 220  
WINS: 43 | SECONDS: 34 | THIRDS: 30  
UDR: 0.3268



### ZAC BUTCHER

DRIVER PREMIERSHIP

STARTS: 208  
WINS: 41 | SECONDS: 39 | THIRDS: 24  
UDR: 0.3397



### DAVID BUTCHER

DRIVER PREMIERSHIP

STARTS: 207  
WINS: 26 | SECONDS: 23 | THIRDS: 30  
UDR: 0.2356



### SCOTT PHELAN

DRIVER PREMIERSHIP

STARTS: 156  
WINS: 23 | SECONDS: 15 | THIRDS: 27  
UDR: 0.2585



### JOSHUA DICKIE

DRIVER PREMIERSHIP

STARTS: 133  
WINS: 22 | SECONDS: 23 | THIRDS: 16  
UDR: 0.3016



# TRAINER PREMIERSHIPS 2018/19

## TRAINERS PREMIERSHIP



**BARRY PURDON**  
TRAINERS PREMIERSHIP

STARTS: 147  
WINS: 37 | SECONDS: 32 | THIRDS: 17  
UDR: 0.4112



**MICHELLE WALLIS & BERNIE HACKETT**  
TRAINERS PREMIERSHIP

STARTS: 287  
WINS: 26 | SECONDS: 25 | THIRDS: 31  
UDR: 0.1750



**MARK PURDON & NATALIE RASMUSSEN**  
TRAINERS PREMIERSHIP

STARTS: 68  
WINS: 26 | SECONDS: 16 | THIRDS: 6  
UDR: 0.5425



**ANTHONY HERLIHY**  
TRAINERS PREMIERSHIP

STARTS: 162  
WINS: 37 | SECONDS: 24 | THIRDS: 22  
UDR: 0.3560



**JOHN DICKIE & JOSHUA DICKIE**  
TRAINERS PREMIERSHIP

STARTS: 158  
WINS: 25 | SECONDS: 26 | THIRDS: 19  
UDR: 0.2897



## ALEXANDRA PARK PREMIERSHIPS

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The 2018/19 season showed us a 'new kid' on the block amongst the junior ranks. However, the seasoned masters of our sport showed those youths that they are still right at the top of their game.

Another successful season completed and the results underline why. No matter where you go or who you speak to - if it involves harness racing, you'll probably hear comments similar to "If you see one of Barry's lining up at the races, it's ready to be a racehorse". Barry Purdon's results speak for themselves: 37 wins, 32 seconds and 17 thirds from just the 147 starters at a UDR of 0.4112 which made for a shared position at the top of the table alongside none other than the driver with the most wins ever in this country, AGH, (Tony Herlihy).

The achievements of Anthony Grant Herlihy are well documented. In season 2018/19, Herlihy became New Zealand's most winning driver when he saluted his 3,000th victory. This unrivalled record is why he has been honoured with a Member of the New Zealand Order of Merit, MNZM. Herlihy's dead heat to finish at the top of the ATC Trainers Premiership alongside Barry Purdon with 37 wins, 24 seconds and 22 thirds from the 162 starts at a UDR of 0.3560, quite simply makes Herlihy a living legend and an outstanding ambassador for the sport.

The Herlihy winning form also extended across to the ATC Driving Premiership. For many punters, backing "Whatever Herlihy's on," is generally regarded as a safe bet and his results back this up: 43 wins, 34 seconds and 30 thirds from 220 drives at a UDR of 0.3268 show that the man knows how to get the best out of any horse. Zachary Butcher led the chase, finishing just two wins adrift of Tony on 41 for the season.

Luke Whittaker also showed that he is ready to make a name for himself this season with strong results. Luke was one of the 'go-to' junior driver's in the North Island this season so it's little wonder that he was able to drive six winners, five second and four third placings and a UDR of 0.2528 from just 40 drives at Alexandra Park. Also worthy of mention is Dylan Ferguson, another young man making his mark on the future. Dylan finished one win behind on five for the season with the now Australian-based Jack MacKinnon one further behind on four. Jack was the previous year's champion ATC Junior driver and is demonstrating his skills as a respected horseman on a weekly basis across the Tasman.

## GRATITUDE

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We have an extremely talented and skilful group of horsemen and horsewomen who drive, train, and/or work here on Race Night. While we cannot recognise every single achievement, the Racing Department on behalf of the ATC would like to recognise and applaud each and every one of you. We appreciate your support and your efforts to help us continually better the sport for all involved and for those who keep returning to Alexandra Park as spectators, sponsors and supporters.



*Photo Credit:*  
**Anthony "Tony" Herlihy driving C K Spur**  
- 12 July 2019



**Photo Credit: Arabian Horse Club**  
Arabian Night - 26 July 2019



**Kim Walsh**  
Sales & Marketing Manager

*It is my pleasure to present the sales and marketing summary of the year's activity and achievements. This comes against a backdrop of significant changes in personnel within the department, which in itself has brought a number of challenges, particularly around consistent delivery of the customer experience.*

*Since April, the team has now consolidated and comprises a group of sales and marketing professionals to champion a reinvigorated experience and the way in which we are perceived by our customers and the public.*

This year saw the implementation of new function booking software, iVvy, across both function business and Race Night dining sales. This has allowed us to review and structure our sales process across the team so we can all work cohesively with the system.

The feedback from clients across both Function Centre and Race Night dining continues to be positive, and we look forward to tracking this more as we implement our new Customer Service Monitor surveys.

The focus for marketing in the latter half of the year was to enhance our public and stakeholder image. We are doing this with improved photography, videography and by engaging a PR firm to help present a positive and engaging brand message throughout our various business units.

#### **FUNCTION CENTRE**

Function Centre revenue reached over \$2.8m, with functions weak in December, February, and June. We finished \$49K shy of the previous record year. The largest contribution came from the following; NZ Recreational Association (\$86K), Ministry of Education (\$65K), Cirque du Soleil (\$55K), HRNZ (\$54K), Fulton Hogan (\$52K) and Site Safe NZ (\$48K).

The number of non-racing events was down on the previous season, largely due to a reduction in meetings held, however, average spend was marginally up. We experienced a decline in Christmas Functions (-5), and Graduations (-7) which are held around the same time as 'Christmas at the Races' when availability is high in demand. Increased numbers of conferences (+29) recouped some of this.

Our Christmas Day lunch in Tasman Room continues to be a success for the Club and delivered \$42K in revenue.

## RACE NIGHTS

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Last season we delivered 41 Race Night events and welcomed almost 23,000 guests into pre-booked dining areas. We held eight 'Christmas at the Races' events, which delivered \$1.37m in revenue and saw 6% increase in revenue on the previous year, despite having around 600 less guests in attendance.

Strategically placed marketing to target Auckland families, lifted attendance to the New Year's Eve Auckland Cup event. Free entertainment and fireworks made this night a perfect fit for families.

A recent visit from Laura King of Dubai Racing Channel, who was in NZ to film a 45-min documentary on Alexandra Park and Harness Racing, presented the perfect inspiration for a very special race night. For this we created 'Arabian Night' in July. The event exceeded all expectations and sold out with very little promotion. We were delighted by the interest from the Arabic community and welcomed a new audience trackside. The themed event showcased entertainment and interactive elements that included; an on-track display by the Arabian Horse Club, henna painters and belly dancers as well as a sumptuous, themed buffet feast.

We continually revisit our offers and have implemented the following key initiatives to enhance customer experience; the return of the popular miniature ponies at Mid-Winter Christmas, Mexican face painters, cultural dancers, punters clubs, selfie stations, National Anthem singer and the Bugler at Auckland Cup, plus many more.

## LOOKING AHEAD

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The new racing season is appearing bright. Sales are holding ahead of this time last year, and we have the IRT Inter Dominion Championship

taking place in November and December as part of our Christmas at the Races Race Night series. This event has not been held in New Zealand since 2011 and we are excited to present the best Alexandra Park has to offer at this Trans-Tasman event. Alongside this we will see new Race Night activations, theme nights and new events to keep our regulars coming back for more while also attracting a new clientele.

## GRATITUDE

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I wish to recognise the contributions of our partners; Scratch Digital, Axiom Media, Conversion Marketing, Focal Point photos and elbe communications all of whom are integral in presenting our brand to the public and helping us meet our goals.

The efforts of the new Sales and Marketing team has already shown a positive impact on the direction of our business, and I look forward to seeing how their dedication and contribution helps grow our business next year.



**Photo Credit: Arabian Night**  
- 26 July 2019











**Karen Blanchard**  
*Sponsorship & Franklin Park  
Manager*

## FRANKLIN PARK

Franklin Park Training Centre is vital to the operations of the Auckland Trotting Club and its role as the Premier racetrack in the North Island. The 96-acre complex has three training tracks, allowing 200 horses to be trained each day with around 110 of these housed on site in one of the ATC barns. Additionally, Saturday weekly workouts and trials are held for all northern region trainers to give their horses an opportunity to start their harness racing journey - or continue on the path - as a racehorse under close to race day conditions.

## GRATITUDE

Thank you to Track Manager, Graham Bayley and his team who are dedicated to keeping the tracks - along with the training centre - in the best condition possible. Also, a big thank you to the volunteers and staff whose contribution makes the weekly workouts and trials run so smoothly, with an average of 40 horses in attendance on most occasions.

## SPONSORSHIP

Sponsorship will always play a vital role in the success of Auckland Trotting Club. The 2018/29 season was no different with Sponsorship and Corporate Sales totaling \$838K for the year. This figure was up \$10K on the previous record year setting a new benchmark for the year ahead.

The Club is very proud of this achievement and acknowledges the funding it receives each year from the family of sponsors who generously support and enjoy the journey with us.

## GRATITUDE

We would like to extend thanks to our major partners Alabar, Auckland Co-op Taxis, Breckon Farms and Hydroflow, Caduceus Club, Woodlands Stud, Thai Airways and Sims Pacific Metals who generously contribute towards the Club on an annual basis.

We are also very appreciative of all the other companies who sponsor, support and attend race night events throughout each racing season. We thank you all, no matter how big or small your involvement, and are grateful that you choose to be involved with the Auckland Trotting Club. The support of these companies make our club what it is each day.

## LOOKING AHEAD

We are super-excited to be holding the IRT Inter Dominion Championship at Alexandra Park at the end of 2019, with three nights of heats culminating in a final on Saturday 14 December for both the Pacers and Trotters. A big thank you to IRT who is the major sponsor of this Trans-Tasman event. We look forward to this special Race Night along with the 39 others that will be held over the coming season at Alexandra Park.

# SPONSORSHIP

Air Con Services  
Alabar (NZ) Ltd  
Alliance Services  
Alois Schatzdorfer  
Ashcroft Homes  
Aspec Construction  
Auckland Co-op Taxis  
Auckland Plumbers Group  
—  
Balle Bros  
Balle Family  
Bayer  
Bays Club  
BASF  
BDS & JMV Chartered Accountants  
Belmont Linen Hire  
Bettabuilt  
Bodman Fencing  
Boys Get Paid  
Breckon Farms  
Brink's NZ Chicken  
—  
Caduceus Club  
Cal>Isuzu  
Cerebos Greggs  
Chillex  
CMP Construction  
Coca Cola  
Coffex.co.nz  
Commercial Realty Property Management  
Construction Software  
Crombie Lockwood

Crombie Lockwood  
Bloodstock  
Croydons  
Cushionride  
—  
Daily Freight  
David Hopkins  
Dawson Harford Limited  
Dayaveg  
Derek Balle Racing Stables  
DMI Plumbing  
Driveline Fleet Ltd  
Dunstan Horse Feeds  
—  
Firstflex Cables  
Franklin Long Roofing  
Franklin Veterinary Centre  
Fresher Foods  
Frucor Suntory NZ Ltd  
—  
Garrards Horse and Hound  
GFC Fasteners  
Gilbert Sheetmetals  
Glen Eden RSA  
Grand Harbour Restaurant  
Grand Park Restaurant  
Green Acres  
Grove Mega Mitre 10  
—  
Haras des Trotteurs  
Healey Builders  
Heinz Wattie's Ltd  
Henderson RSA  
HR Fiskens & Sons Ltd  
HRNZ

Hydroflow Distributors  
—  
Icon NZ  
IRT  
—  
Jacobsen Headstones  
Jarvis Co  
Jaychem Industries Ltd  
—  
Ken Darlington  
King Hitter  
—  
Laureen Hayes & Family  
Lincoln Farms  
Lion Nathan  
—  
Magness Benrow  
Majestic Horse Floats  
Maloney's Barber Shop  
Mangere Cossie Club  
Punters Section  
Marconee Seafoods  
McConnell Stafford-Bush  
McGregor Bailey  
Chartered Accountants  
McLaren Guise  
Accountants  
McMillan Equine Feeds  
Metal Craft  
Metro Performance Glass  
Mico Design  
Mr Chips  
—  
Narellan Pools  
Natural Habitats  
Nautilus Charters

Nevele R Stud  
North Island Standard Breeders Association  
NRM  
NZ Onion Co  
NZ Staff  
NZ Strong Construction  
NZ Trotting Hall of Fame  
NZIOB Charitable Trust  
—  
One 33  
One Stop Cutting Shop  
Onehunga Workingmen's Club  
OnRoad Transport  
—  
Pacific Nations Netball Academy  
Pak'n Save Sylvia Park  
Papatoetoe Cosmopolitan Club  
Pascoes The Jewellers  
PAVE'  
Pernod Ricard  
PGG Wrightson  
Pipe and Infrastructure  
Pipe Fitting  
Placemakers  
Mount Wellington  
Powell Transport Ltd  
PPG Industries  
Premier Beehive  
Primor Produce  
Pro Doosa Boost

Pro Electrics  
Pro Roofing  
Pukekohe Builders  
Pure LED Lighting  
Pyrios  
—  
Re-Harvest Timber Products  
Rodewald Consulting  
Rosslands Stud  
—  
Signature Homes  
Sims Pacific Metals  
Smith and Partners Lawyers  
Southern Cross Financial  
Southeys Group  
Syngenta  
—  
Teng Tools  
Thai Airways  
The Labour Exchange  
Titirangi RSA  
Trillian Trust  
—  
Ultra Interiors  
United Cleaning Services  
—  
Vet Care Pukekohe  
Veterinary Associates  
Equine & Farm  
—  
Waiuku College Netball  
Gold & Silver  
Woodlands Stud



**Photo Credit:**  
**Emma Hedley (Kidz Kartz First Place)**  
- 31 December 2018

**Alexandra Park and Franklin Park are involved in our communities in several ways and support many charities and Harness Racing industry events, some of which are listed below;**

- ATC Syndicates
- Auckland Blues
- Auckland Chess
- Auckland Rugby League
- Auckland Rugby League Referees
- Bethel Assembly of God Church
- Burns Support Group
- Cancer Society
- Cerebral Palsy Society
- Cystic Fibrosis Association of NZ
- Education First Charity
- Givealittle Donation - Margo Nyhan & Peter Davis
- Indian Newslink Business Awards
- Kidney Kids
- Kidz Kartz
- Koru Care
- Laura Fergusson Trust
- Lion Club Remuera
- New Zealand Customs Dog Section
- New Zealand Police
- Noel Taylor NZ Trotting Hall of Fame
- North Island Harness Racing Awards
- NZ Down Syndrome Association
- NZ Harness Racing Trainers & Drivers Association Northern Branch
- Radio Lollipops
- Rotary Club of Newmarket
- Southern Stars Charitable Trust
- Special Olympics
- Sport Auckland
- The Kids Foundation
- Wish 4 Fish
- Women's Cancer Foundation - Teal Pants Campaign
- Waiuku College Netball Gold & Silver

# COMMUNITY INVOLVEMENT



**Photo Credit:**  
**Mid-Winter Christmas Buffet**  
- June/July 2019



**Chris Paul**  
Food & Beverage Manager

***Food and Beverage is an integral part of both the Functions and the Race Night experience. We are gaining a great reputation for this offering and continue to deliver in what has been a challenging and dynamic operating environment.***

The food and beverage department - which encompasses Race Night dining and bars, the Function Centre hospitality offering, and The Alex Bar & Eatery - started the year on a high after a record result from the 2017/18 financial year.

However, it soon became evident that FY19 was not going to deliver the same volume of business due to several factors, many of which were outside our control. Despite this, we finished only 6% down on last year's revenue in the functions centre (including race night dining) and The Alex also finished 6% down on last year.

One of the reasons identified was the change, or absence of, key positions within the Sales and Marketing team for periods of the year. Once the team was settled, we saw a marked increase in volume and managed to recover to the levels mentioned above.

Cost controls within the department continue to outperform budget, particularly within the functions centre where - despite increases in our cost of goods and labour - we have managed to stay within budgeted guidelines. The principal threat to this constancy is the ongoing increase in the cost of labour, driven specifically by the movement of the minimum wage.

Feedback from clients across all areas of the department continues to be positive, and we look forward to tracking this more closely as we implement our new Customer Service Monitor surveys.

#### **GRATITUDE**

I am proud to say that our F&B team remains stable with very little staff turnover and thank the team for their commitment and enthusiasm to improving the delivery of this experience for our customers. I would also like to acknowledge the continued efforts of our innovative and highly credentialed executive chef, Richard Harris who has been instrumental in the mentoring and development of individuals within the team.







**John Farrier**  
Property Manager

***The property that is Alexandra Park presents a diverse and significant contribution to our offering and it is my pleasure to share the challenges and achievements in this area.***

The Property Team comprises a tight group undertaking grounds, maintenance, housekeeping, parking and security duties. Property contributed \$2.5M in revenue making it consistent with the year prior. This was achieved through tenancies and parking, which includes both show and leased usage.

Following 14 national and 38 track records in the role of Track Manager, Wayne Thomas chose to retire and David Cunneen took over responsibility for the track.

Grounds are maintained to high standards, with the exception being hard-standing surfaces which have suffered some deterioration due to the current flow of heavy construction traffic. Recent works have assisted in improving key areas around Hall of Fame and Gate B.

Parking has been an ongoing challenge with adjacent developments necessitating changes to the flow of traffic and the need for contractor parks. Inclement weather has also impacted on parking earnings when we cannot accommodate vehicles on the infield. The team delivered car parking to over 15,500 cars during Cirque du Soleil season, only slightly exceeding the 12,500 cars parked whilst attending the ASB Home Show each year.

Perhaps the biggest win for the year was the funding and approval of a permanent 88sqm full-colour outdoor screen due to be installed in the infield to the right of the Winning Post. This will allow for big screen productions, plus odds and fields on Race Nights and replaces the current indicator board.

Deferred maintenance is a concern, although the recent CEO appointment introduces a changed perspective.

#### **GRATITUDE**

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I wish to extend a thank you to house-keeping, security, maintenance, grounds, parking and track teams in working through challenging conditions to deliver our product.



**Mark Allan**  
*Property Development  
Director*

2018 saw a continuation of our long-term business growth and development strategy across the three priority areas within the property portfolio that comprise;

1. Expanding the life of the existing asset  
This is being achieved through targeted investments in plant and equipment along with programmed and reactive maintenance together with refurbishments where justified on a 'payback'/ return on investment basis.
2. Further development and refinement of the overall site as per the Master Development Plan (MDP). It is pleasing to note that changes to existing planning and amendments to consent limitations open the way for significant future development potential opportunities that extend well beyond Stage 1 and Stage 2 developments underway at 223 Greenlane West.
3. The development and sale of the Residential Village apartments whilst retaining the ground floor retail ownership offers not only ongoing rental revenue but also a solid capital appreciation opportunity.

Reinvestment in our existing asset base is carefully appraised and prioritised within the annual capex budget. The property Team comprising maintenance services, housekeeping, grounds and track, security and car parking, continues to deliver to a high standard, with careful and efficient use of resources.

The evolution of the MDP at Alexandra Park continues to identify and highlight several alternative development opportunities. Broadly these include on-going investment for proactive planning of the subdivision with zoning and titling to maximise growth in value and return of the land asset. Regular expressions of interest in the three remaining titles on Greenlane West (with mixed-use zoning and maximum site coverage) are received from a wide range of parties. Interest remains high with a diverse range of development models being suggested including joint venture or alliance alternatives.

In the last quarter of the 2018/19 year, the members at a Special General Meeting authorised the sale of the Manukau Road properties to facilitate the reduction in residual debt expected after the completion and settlement of the 223 Greenlane West development. This transaction is underway and expected to complete by the end of the year.

As highlighted last year, Franklin landholdings continue to be of value with the combination of future urban zone designations nearby and Auckland



**ALEXANDRA  
PARK**  
EPSOM

Council's Pukekohe – Paerata Structure Plan 2019 consultations also driving interest in this area. More detailed investigations on our part are required, but the expectation is that our land will not be formally rezoned without the ATC bringing a private plan change in the form of a rezoning application.

## **DEVELOPMENT**

2018 has been a particularly challenging year for the Auckland property development market overall. A slowing economy, more cautious buyers, ongoing conservative bank LVR ratios combined with shortages of skilled tradespeople have resulted in ongoing delays with the completion of projects along with significant increases in construction and compliance costs.

223 Greenlane West is no exception to this market dynamic.

A snapshot of this follows:

### **Building A**

The recruitment of CMP Construction Ltd to replace previous contractors commenced in July 2018. Full mobilisation of the Building A contract commenced in January 2019. CMP has provided a construction programme which delivers Practical Completion on 30th April 2020.

In regards to ongoing litigation around Building A, ATC has succeeded in a bond hearing in the High Court. ATC continues to maintain that the termination of the contractor was lawful and that ATC will be pursuing its rights accordingly.

### **Building B.**

Ganellen Construction advised ATC in October 2018 that they would not be in a position to meet the agreed Practical Completion date of 30th January 2019.

Ongoing negotiations and dispute resolution processes resulted in a "Reset" agreement in April 2019. Ganellen notified ATC that the Practical Completion Date would extend to 30 November 2019.

At the end of May 2019, Ganellen approached ATC to advise that the combination of operational and site challenges necessitated changing the Practical Completion date to 28 February 2020.

Given the ongoing need for multiple performance-based negotiations with Contractors and related parties, the ATC remains confident that our approach to our contractors and other related parties are at all times professional, commercially sound and in accordance with the Contract.

# STAKEHOLDERS



***Special consideration needs to be given to a number of key stakeholders that help Alexandra Park all year around.***

Owners, trainers, drivers, industry participants, volunteers and suppliers are the backbone of Harness Racing at Auckland Trotting Club Inc. They consistently believe and promote the production that helps support our industry.

A special thanks is extended to Jay Abernethy for his input on the Racing Committee as the Trainers' and Drivers' representative.

To the Race Night Stewards, who host our guests 41 nights a year, rain or shine, and represent Auckland Trotting Club with passion and hospitality. Thank you Paul Lowther (Chairman), Murray Goldsworthy, Pat Gubb, Barbara Ironmonger, Peter May, Len Oughton, Gordon Robertson, Roger Barnes, Hayden Sefonte and David Turner.

The New Zealand Racing Board underwent some changes this year, Glenda Hughes (Chair), John Allen (CEO) and our own Rod Croon (HRNZ representative) worked tirelessly with the team to improve the racing and betting experience. In July, we saw NZRB be replaced by Racing Industry Transition Agency (RITA), and now that is in the hands of Dean McKenzie (Chair), William Birnie, Liz Dawson, Kristy

McDonald, Anna Stove and Sir Peter Vela, we will see changes that will assist the racing industry towards a financially sustainable future.

Peter Jensen took the reigns as CEO of HRNZ this year, replacing Edward Rennell, and is already working collaboratively with Auckland Trotting Club on some exciting projects for the new season.

To the media commentators who ensure that harness racing is being represented on television and within radio and print, thank you so very much. We would especially like to recognise Michael Guerin, Greg O'Connor, Aaron White, Craig 'The Whale' Thompson and Peter Earley, who maintain such a positive message promoting Alexandra Park. Peter Rubery has also delivered outstanding racing photography throughout the year.

A thanks to all the trusts who have gifted us grants, Trillian Trust continues to support Auckland Trotting Club superbly, One Foundation and the Racing Safety Develop Fund also deserve a mention for their ongoing support.

Gilbert Myles and the Hall of Fame team, thank you for preserving



and protecting the history of harness racing and keeping it alive within the museum.

A special mention goes out to the Auckland Trotting Club Patron, Roy Purdon for his ongoing dedication to the club and industry.

Regarding the property development, we would sincerely like to thank Jennifer Wood of Westpac Property Finance, and Ben Palman and Stephen Irvine of ANZ Property Finance. We couldn't have chosen two better banks to associate ourselves with and deal with. Both organisations have been supportive of the Club and our vision and we thank you so much for being great partners in the funding of our developments.

Our thanks to our property legal team at the Lane Neave, comprising Matt Maling, Michael Wolfe, Rosemary Gibson, Rebecca Cook, Yvonne Stubbs as well as the rest of the team. We appreciate your dedication, focus and support during an intensive year.

Special thanks and acknowledgement of the significant contribution that Graham Harford of Dawson Harford, has made during the year.

To our project managers Kingstons, represented by Schalk van Vuuren, on Building B and Hamish Logan on Building A, and overall coordination by Ben Tracy, thank you for your outstanding support during many challenges and complex situations during the second half of the year in particular. Your energy, drive and professionalism are much appreciated.

ATC is appreciative of the support from all of our consultants, especially Mike Casey of Kingstons, Engineer to the Building A contract, and Peter Waterhouse and Iain McIntyre, engineers to contract for Building B, ably supported by our quantity surveyors Kingstons and Whites.

RTA Studios, our architects represented by Ben Hayes, Richard Naish, Chris Ashford along with Engenium Structural Engineers have been central to delivering solutions and responses to progress completion of the development during the year. Your combined support and dedication to complete the project to the required vision and quality standards is highly valued.

The ongoing support and contribution of Michael Campbell of Campbell Brown, our planning and consent advisors is noted with thanks.



**FINANCE**



**Photo Credit: Catch the Dream**  
- 15 March 2019 -

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**Photo Credit:**  
**Creamee**  
- 26 July 2019





**Byron Waring**  
*Chief Financial Officer*

The current year has been a challenging one, with the financial position on our development diminishing from the termination and replacement of the contractor on the Building A site and delays and cost pressure on the Building B site. As made clear in the audited financial statements it has been appropriate for us to book an end of year impairment on inventory held as construction (i.e. the apartments). We do this as the value that will be realised from the sale of these units is now below the total construction costs to build the apartments.

Aside from the development issues our core business operations remain robust and continue to perform strongly despite the increase in competition, decrease in business confidence and obvious restrictions on capital. Smart thinking and strategic investment decisions allow us to remain competitive and relevant to our customer's needs.

I provide below an update on a selection of our departments not already discussed in previous sections and further detail on the main adjustments in the financial statements.

## **OPERATIONS & ADMINISTRATION**

Our operations and administration departments consist of the following support services - Management, Human Resources, Finance, Information Technology and Health & Safety.

The bulk of our non-direct costs are held in these cost centres as we do not internally re-allocate these costs out to our trading business units. Utility costs, rates, insurance, technology, repairs, maintenance, membership, audit, legal, valuation costs, other professional fees and the labour costs associated with these departments are all accounted for in this area.

These costs are continually challenged, and tenders are run for larger commitments to ensure the most efficient solution is selected from the market. Council rates on our properties remain outside our control and make up a large proportion of spend on an annual basis with a current commitment of over \$0.5m per annum. A portion of this will reduce once the development is complete and the rates are levied on individual apartment owners and retail units.

## **GAMING & TAB**

Our gaming room continues to perform well and we remain committed to providing a safe and secure form of entertainment for our patrons. Gaming staff are trained to identify and approach people that may evidence signs of problem gambling and then steps are taken to deal with these issues in a proactive but sensitive manner.

Gaming revenues remained relatively consistent year on year with moderate growth of around 4%. Enhancing this position safely requires ongoing investment in the latest game technology and

during the year the purchase of new machines included the addition of more machines in the Aristocrat “Lightning Cash” product, and an upgrade to a new Konami “All Aboard” cabinet, all of which are performing strongly in the room. Patrons in this space are looking for new product to play and ongoing upgrades are required to remain relevant.

The TAB also performed strongly under the guidance of Graham Payne (TAB Manager), although it had a decline in total turnover from \$20m to \$18.3m. This result was still the most successful result across all TAB’s nationally.

The team in the TAB work on a customer first philosophy, ensuring everyone is greeted on entry and made to feel comfortable throughout their experience with us.

The TAB is looking forward to another successful year and will be focusing on the implementation of the new Anti Money Laundering rules, as well as the potential changes to the industry arising from the implementation of the Messara Report.

## PROPERTY ADJUSTMENTS

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The key adjustment in the audited financial statement is the \$66m impairment of inventory under construction, offset by the recovery of the \$3m bank bond which gives a net adjustment of \$63m. It should be noted that this adjustment is a book entry for accounting purposes and should not be compared with the projected net debt position which was discussed at the Special General Meeting (SGM) held in June 2019.

The impairment must factor in cost of land held on the balance sheet which was already owned and not purchased, and an adjustment to apportion out the total spend on the retail units i.e. cost to build. This cost to build on the retail will be the base off which any future market

valuations are adjusted from.

In calculating the impairment an estimate of future exposure and an allowance for contingency was included to determine the total potential exposure. The adjustment has naturally caused a decline in net assets which have dropped from \$193m to \$126m between years, however over the past 5 years the business is still reflecting strong asset growth, with an increase in net assets from \$46m back in 2013.

Net debt at completion of the development is the more relevant consideration for the Club. Current projections using the same set of assumptions in booking the impairment would likely see net debt amounting to over \$55m post settlement of the apartments. The movement in this figure from what was previously discussed comes from a range of factors primarily associated with the ongoing increase in remediation works required on the building A site.

In addition to the impairment on the inventory a revaluation of our investment property saw a reduction on value of \$1.6m.

## LOOKING AHEAD

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The key focus post completion of the building projects will be to address our net debt position and find mechanisms for reducing and servicing these loans. The sale of the Manukau Road properties is the first step to achieving this and other options will also be considered by the Board. The rents from the retail property under-construction will provide a mechanism for servicing a debt position while other options are considered.

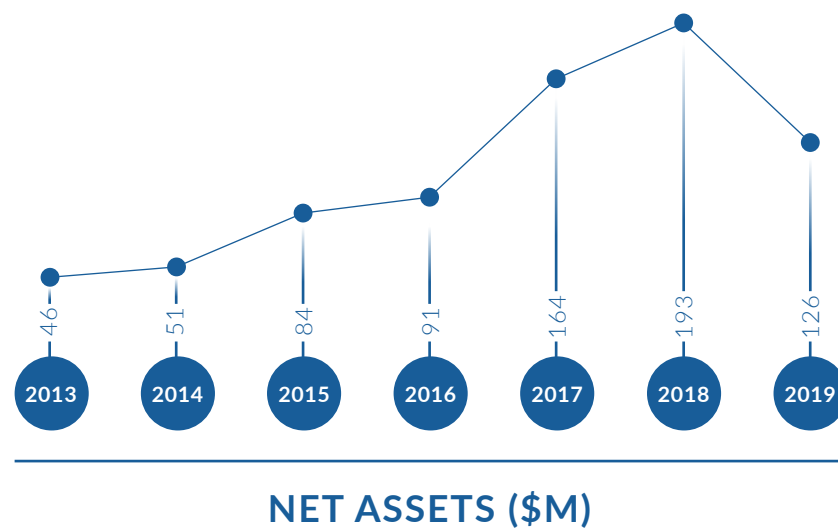
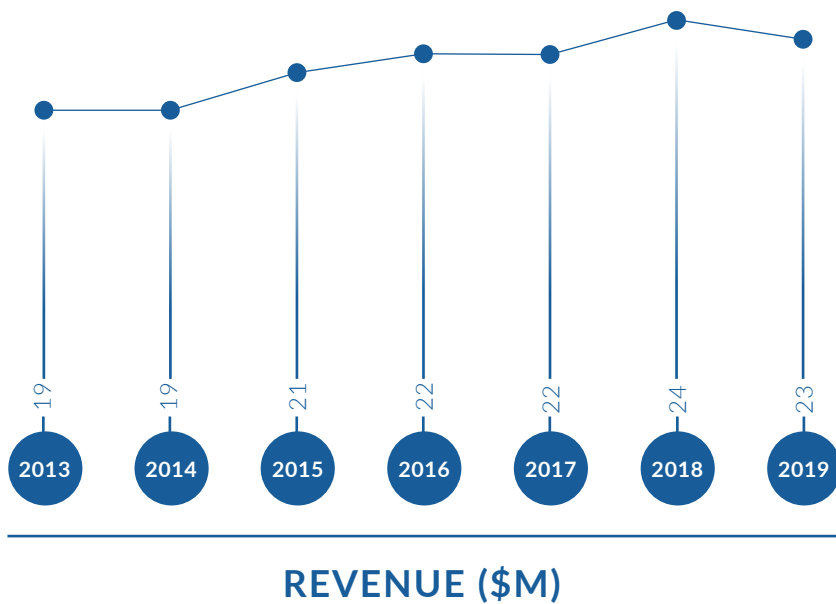
The market valuation of future retail space is a matter for the next financial year. This will likely result in a gain on revaluation with an "as-if" complete indicative market value of \$40m based off the current projected rental earnings. Any value uplift in this space will help to

restore a portion of the net asset position lost on the impairment of value of inventory.

## GRATITUDE

I wish to recognise the efforts of all our support staff through the year, these roles are often the least visible externally but nonetheless provide an integral service to the business to ensure smooth operations. To our Gaming and TAB staff, keep up the good work and well done on yet another successful year.

Also a big thank you to our external advisors that support us, namely RSM Hayes Audit, CBRE Limited for our property valuations and Crombie Lockwood as the Clubs insurance broker.



## CONSOLIDATED STATEMENT OF REVENUE AND EXPENSE

for the year ended 31 July 2019

	NOTE	2019	2018
<b>REVENUE</b>		\$	\$
<b>Revenue - Exchange</b>			
Racing Revenue	3	9,614,861	9,941,079
Trading Revenue	4	10,856,691	11,301,896
Property Rental Revenue	5	2,520,625	2,517,576
Interest Revenue		6,471	39,617
Other Revenue		48,594	84,986
<b>Revenue - Non-Exchange</b>			
Racing Revenue	3	285,000	215,000
Other Revenue		32,538	91,894
<b>TOTAL REVENUE</b>		<b>\$23,364,780</b>	<b>\$24,192,048</b>
<b>EXPENDITURE</b>			
Racing Expenditure	3	9,647,588	9,528,341
Trading Expenditure	4	7,603,024	7,585,424
Property Rental Expenditure	5	238,199	197,362
Interest Expense		208,921	195,344
Operations and Administration	6	4,942,022	4,703,248
<b>TOTAL EXPENDITURE</b>		<b>\$22,639,754</b>	<b>\$22,209,719</b>
<b>OPERATING SURPLUS BEFORE NON CASH &amp; PROPERTY ITEMS</b>		<b>\$725,026</b>	<b>\$1,982,329</b>
Amortisation Expense	19	(57,642)	(53,419)
Depreciation Expense	20	(1,355,469)	(1,364,351)
Gains (Losses) on Disposal		(16,308)	(17,860)
Provisions for Impairment	14	-	-
<b>OPERATING SURPLUS BEFORE PROPERTY ITEMS</b>		<b>\$(704,393)</b>	<b>\$546,699</b>
Fair Value Movement on Investment Property	21	(1,625,000)	10,213,796
Construction Bond Recovered		3,000,000	-
Impairment of Inventory Under Construction	24	(66,148,143)	-
Development Costs Expensed		(1,255,855)	(536,598)
<b>NET SURPLUS (DEFICIT) FOR THE YEAR</b>		<b>\$(66,733,391)</b>	<b>\$10,223,897</b>
<b>OTHER COMPREHENSIVE INCOME</b>			
Gain on Revaluation of Land	20	-	18,806,205
<b>TOTAL COMPREHENSIVE INCOME</b>		<b>\$(66,733,391)</b>	<b>\$29,030,102</b>

**CONSOLIDATED STATEMENT OF CHANGES IN NET ASSETS**  
for the year ended 31 July 2019

	NOTE	REVALUATION SURPLUS RESERVE	RETAINED EARNINGS	TOTAL NET ASSETS
For the year ended 31 July 2019				
<b>OPENING EQUITY</b>		104,329,080	88,244,936	192,574,016
Net Surplus (Defecit) for the year		-	(66,733,391)	(66,733,391)
Gain on Revaluation of Land	20	-	-	-
<b>CLOSING EQUITY</b>		<b>\$104,329,080</b>	<b>\$21,511,545</b>	<b>\$125,840,625</b>

For the year ended 31 July 2018

<b>OPENING EQUITY</b>		88,351,440	75,192,474	163,543,914
Net Surplus for the year		-	10,223,897	10,223,897
Gain on Revaluation of Land	20	18,806,205	-	18,806,205
Land transferred to investment property		(2,828,565)	2,828,565	-
<b>CLOSING EQUITY</b>		<b>\$104,329,080</b>	<b>\$88,244,936</b>	<b>\$192,574,016</b>

## CONSOLIDATED BALANCE SHEET

as at 31 July 2019

	NOTE	2019	2018
<b>EQUITY</b>		\$	\$
Accumulated Funds		21,511,545	88,244,936
Revaluation Surplus Reserve	9	104,329,080	104,329,080
<b>TOTAL EQUITY</b>		<b>\$125,840,625</b>	<b>\$192,574,016</b>
<i>Represented by:</i>			
<b>CURRENT ASSETS</b>			
Cash and Cash Equivalents	12,18	2,314,003	2,985,817
Inventories		182,818	182,277
Trade and Other Receivables	14,18	2,207,072	1,928,198
<b>TOTAL CURRENT ASSETS</b>		<b>\$4,703,893</b>	<b>\$5,096,292</b>
<b>NON CURRENT ASSETS</b>			
Property, Plant and Equipment	20	124,643,264	125,735,100
Investment Property	21	48,528,095	59,459,210
Investment Property Held for Sale	22	14,475,000	-
Inventory Under Construction	24	141,208,632	139,953,675
Intangible Assets	19	105,916	133,961
<b>TOTAL NON CURRENT ASSETS</b>		<b>\$328,960,907</b>	<b>\$325,281,946</b>
<b>TOTAL ASSETS</b>		<b>\$333,664,800</b>	<b>\$330,378,238</b>
<b>CURRENT LIABILITIES</b>			
Trade and Other Payables	15,18	12,059,683	5,665,028
Borrowings	23	195,209,005	130,917,651
Employee Entitlements	13	555,487	621,543
<b>TOTAL CURRENT LIABILITIES</b>		<b>\$207,824,175</b>	<b>\$137,204,222</b>
<b>NON CURRENT LIABILITIES</b>			
Term Payables	15	-	600,000
Term Borrowings	23	-	-
<b>TOTAL NON CURRENT LIABILITIES</b>		<b>-</b>	<b>\$600,000</b>
<b>TOTAL LIABILITIES</b>		<b>\$207,824,175</b>	<b>\$137,804,222</b>
<b>NET ASSETS</b>		<b>\$125,840,625</b>	<b>\$192,574,016</b>

Authorised for issue on behalf of the Board


B. Carter, President  
24 September 2019

R. Croon, Vice President  
24 September 2019

**CONSOLIDATED STATEMENT OF CASH FLOWS**  
for the year ended 31 July 2019

	NOTE	2019	2018
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		\$	\$
<i>Cash was received from:</i>			
Members and Customers		23,856,121	24,036,967
Construction Bond Recovered		3,000,000	-
Goods and Services Tax		662,861	-
Interest Earned		6,471	39,617
		<b>\$27,525,453</b>	<b>\$24,076,584</b>
<i>Cash was paid out to:</i>			
Suppliers and Employees		22,395,350	22,157,457
Development Costs		54,470,275	46,372,782
Goods and Services Tax		-	651,971
Interest Incurred		208,921	195,344
		<b>\$77,074,546</b>	<b>\$69,377,554</b>
<b>NET CASH FLOW FROM OPERATIONS</b>	<b>16</b>	<b>\$(49,549,093)</b>	<b>\$(45,300,970)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Sale of Fixed Assets		-	-
Purchase of Fixed Assets		(282,976)	(251,728)
Purchase of Intangible Assets		(29,596)	(18,536)
Development of Investment Property		(5,168,886)	(3,911,131)
<b>NET CASH FLOW FROM (USED FOR) INVESTING</b>		<b>\$(5,481,458)</b>	<b>\$(4,181,395)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Proceeds from borrowings		54,358,737	49,128,907
Repayment of borrowings		-	-
<b>NET CASH FLOW FROM (USED FOR) FINANCING</b>		<b>\$54,358,737</b>	<b>\$49,128,907</b>
<b>NET INCREASE (DECREASE) IN CASH RESOURCES</b>		(671,814)	(353,458)
Cash at Start of Year		2,985,817	3,339,275
<b>CASH RESOURCES AT END OF YEAR</b>		<b>\$2,314,003</b>	<b>\$2,985,817</b>
<b>CASH RESOURCES COMPRISE</b>			
Cash on Hand		100,111	97,362
Cash Float on Issue		88,950	113,930
Bank Current Accounts (Net)		2,124,942	2,774,525
<b>CASH RESOURCES AT END OF YEAR</b>	<b>12</b>	<b>\$2,314,003</b>	<b>\$2,985,817</b>

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 1. STATEMENT OF ACCOUNTING POLICIES

#### **Reporting Entity**

Auckland Trotting Club is an incorporated society registered under the Incorporated Societies Act 1908. The Group consists of Auckland Trotting Club Incorporated (the parent), Epsom Functions GP Limited, The Epsom Functions Limited Partnership, Hospitality GP Limited, The Hospitality Limited Partnership and Alexandra Park Functions Limited (together referred to as the subsidiaries), the limited companies are registered under the Companies Act 1993, in which the Club has ownership of all of the shares. The limited partnerships are registered under the Limited Partnerships Act 2008, with the Club being the sole limited partner. All entities are incorporated and domiciled in New Zealand and have their principal place of business situated at Alexandra Park, Green Lane West, Epsom, Auckland. Alexandra Park Functions Limited which is no longer a trading entity was removed from the companies register in August 2018.

The consolidated financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand. They comply with Public Benefit Entity International Public Sector Accounting Standards (PBE IPSAS) and other applicable financial reporting standards as appropriate for Tier 1 public benefit entities.

#### **Measurement base**

The accounting principles recognised as appropriate for the measurement and reporting of earnings and financial position on a historical cost basis have been adopted with the exception that land has been revalued and where appropriate investment property is reported at fair value. Reliance is placed on the fact that the entities are going concerns.

#### **Consolidated group financial statements**

These are prepared by combining the financial statements of the club and the subsidiaries on a line by line basis. Equity in the subsidiaries and all intragroup balances, transactions, income and expense, are eliminated in full.

#### **Operations and principal activities**

The principal activity of the Club is to hold and promote harness racing meetings on the Club's course at Alexandra Park. The principal activity is supported by revenue derived from property development and investment, TAB and gaming operations. The subsidiary entities provide catering to the Club and operate a Function Centre and Sports Bar/Cafe utilising Club facilities at Alexandra Park.

#### **Functional and presentation currency**

The financial statements are presented in New Zealand dollars and all values are rounded to the nearest whole dollar. The functional currency of the group is New Zealand dollars.

### **SIGNIFICANT ACCOUNTING POLICIES**

The specific accounting policies adopted in the financial statements which have a significant effect on the results and financial position are:

**Revenue** is measured at the fair value of consideration received or receivable.

**Interest income** is recognised using the effective interest method and income from operating leases is recognised as revenue on a straight line basis.

**Grants** are recognised as income when they become receivable unless there is an obligation to return the funds if conditions are not met. If there is such an obligation, grants are initially recorded as received in advance, and recognised as revenue when conditions of



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

the grant are satisfied. Revenue is disclosed separately as either exchange or non-exchange revenue to comply with the PBE IPSAS reporting standards, for the Group non-exchange revenue has been identified as grants received with all other revenue classified as exchange.

### **Exchange Revenue - Race Meeting Revenue**

Race meeting revenue comprises the amounts received or receivable for services provided and goods sold that directly relate to race meeting events conducted by the Club during the financial year. These primarily include industry distributions from the New Zealand Racing Board (NZRB) and other receipts that directly relate to the Club's race meeting activities from members of the Club.

### **Exchange Revenue - Revenue from rendering of services**

The Club performed various services including course and venue rental to members of the Club and other third parties. Revenue from rendering of services is recorded as revenue when the service is provided.

**Cash and cash equivalents** include cash on hand, deposits held at call with banks, and any other short term highly liquid investments with original maturities of three months or less, and bank overdrafts.

**Inventories** held for sale or use on a commercial basis are valued at the lower of cost, on a first in first out basis, or net realisable value. Inventories held for consumption in the provision of services are measured at cost, adjusted when applicable for any loss of service potential.

**Trade and other receivables** are initially measured at cost which is considered to equate to fair value, and subsequently measured at amortised cost using the effective interest method, less any provision for impairment.

**Creditors and other payables**, including any borrowings are initially measured at cost which is considered to equate to fair value, and subsequently measured at amortised cost using the effective interest method.

**Employee entitlements** are measured at undiscounted nominal values based

on accrued entitlements at current rates of pay. Entitlements will include unpaid salary, wages or other remuneration due at balance date, including deductions held on employees behalf, annual leave earned but not taken, long service leave to be settled within 12 months, and sick leave to the extent that management anticipates unused sick leave entitlement at balance date will be used by staff to cover future absences.

**Borrowing costs** are interest and other costs incurred in connection with the borrowing of funds. Borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset are capitalised as part of the cost of that asset. Other borrowing costs are treated as expense in the period in which they are incurred.

**Investment property** is land and or buildings for which the present use is solely or predominantly to derive rental income or the property has the potential to realise capital appreciation. Property will be recognised as investment property only when it is probable that future economic benefits associated with the property will flow to the Group, the cost of the investment property can be measured reliably, and the investment property in its current condition is able to be sold separately or leased out under a lease.

Investment property is measured at fair value based on a valuation by an independent valuer, holding a recognised and relevant professional qualification, and with relevant experience.

**Property, plant and equipment** asset classes consist of land, land improvements, buildings and grandstands, plant machinery and vehicles, flood and security lighting, and furniture fittings and other. Property plant and equipment does not include land and buildings recognised as investment property nor any non current asset classified as held for sale.

Land assets are revalued to fair value periodically, based on a valuation by an independent valuer, holding a recognised and relevant professional qualification, and with relevant experience. New valuations are obtained

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### **Property, plant and equipment (cont.)**

every three years, which is considered adequate to maintain the fair value of land in service use.

Other asset classes are measured at cost less accumulated depreciation and impairment cost. Depreciation is applied on a straight line basis to recover the cost of the asset, less any residual value, over its estimated useful life.

The estimated economic lives in use for asset classes are:

Buildings and Grandstands	20-40 years
Land Improvements	5-20 years
Plant & Machinery	5-10 years
Vehicles	7 years
Flood Lighting	20 years
Furniture, Fittings & Other	2-20 years

Historical pooled assets that have been fully depreciated are treated as disposed and written off after 20 years.

**Intangible assets** consist of the costs to bring to use acquired computer software licences and initial development cost of the Club website. The cost of computer software that is an integral part of the operation and function of an asset is recognised as part of the cost of the particular item of property, plant and equipment, and is not recognised as an intangible asset.

Intangible assets are considered to have a finite life and are measured at cost less amortisation and impairment cost. Amortisation is applied on a straight line basis to recover the cost of the asset over its estimated useful life.

The estimated economic lives in use for intangible asset classes are:

Computer Software Licences	5 years
Website Development	5 years

**Non-current assets held for sale** are recognised if the carrying value of the asset will be recovered principally through a sale transaction rather than through continuing use. Non-current assets held for sale are measured at the lower of their carrying amount and fair value less costs to sell, except when transferred from investment property which will be at fair value.

**Developments in progress** include all costs (including interest costs on borrowings related to the development) directly related to the development of 223 Green Lane West. Project costs not related directly to the construction of the assets, such as marketing, advertising and selling costs, are expensed in the year in which they are incurred.

Variations to the contract price are submitted by the contractors as a normal part of the development process, these claims are assessed against the contract by the engineer to the contract and approved or rejected accordingly with variation costs only recognised when approved in the financial statements. The cash flows related to all the project development costs including indirect costs, have been separately disclosed in the Statement of Cash Flows.

Developments in progress are measured at cost. Costs incurred on each development are reviewed for impairment at each balance date, with any impairment being recognised in the Statement of Comprehensive Income.

Development costs are allocated between inventory under construction and investment property when a reliable estimate can be determined.

**Inventory under construction** represents the portion of the development that is intended to be apartments for sale, which is carried at the lower of cost or net realisable value.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

**Impairment of assets** other than inventory is considered at each balance date. Where events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable, the recoverable amount will be estimated. If the estimated recoverable amount is less than the carrying value of the asset, an impairment loss is recognised.

The estimated recoverable amount of receivables carried at amortised cost is calculated as the present value of estimated future cash flows, discounted at their original effective interest rate. Receivables with a short duration are not discounted.

The estimated recoverable amount of other assets is the lower of their fair value less costs to sell and value in use. Value in use is determined by discounting to present value, the estimated future cash flows from the use and ultimate disposal of the asset. Where the future economic benefits of the asset are not primarily dependent on the asset's ability to generate net cash inflows, but the asset is necessary for its service potential, value in use shall be determined as depreciated replacement cost.

An impairment loss will be reversed if warranted by a change in the estimated recoverable amount.

**Goods & services tax (GST)** is excluded in the preparation of these financial statements, except trade receivables and trade payables, which are recorded as GST inclusive. GST is returned on an individual basis for the Club, and the subsidiary entities file a group return. GST payable or refundable at balance date is recorded as either a payable or receivable in the Club's Balance Sheet.

**Income tax** is not applicable to the Club, which is exempt income tax pursuant to section CW47 of the Income Tax Act 2007 No 97. Alexandra Park Functions Limited is subject to income tax and the estimated income tax expense payable for the current year, adjusted for any differences between the estimated and actual expense in prior years, is recognised in the Statement of Income.

Tax effect accounting is applied on a comprehensive basis to all temporary differences. A debit balance in the deferred tax account, arising from temporary differences or income tax benefits from income tax losses, is only recognised to the extent that it is probable that taxable profit will be available against which the deferred tax asset can be utilised.

The Club is the only limited partner of The Epsom Functions Limited Partnership and The Hospitality Limited Partnership. The limited partnerships are not subject to income tax and any income and expenditure of the partnerships is attributable to the Club under Section HG 2 of the Income Tax Act 2007. All partnership income attributable to the Club is exempt income of the Club pursuant to section CW47 of the Income Tax Act 2007.

**Standards not yet in effect**, PBE FRS 48 effective 1 January 2021 will require the Club to select and present service performance information.

**Changes in accounting policies**, there have been no changes in accounting policies since the date of the last financial report.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 2. CRITICAL JUDGEMENTS, ESTIMATES AND ASSUMPTIONS

The preparation of financial statements involve the application of judgements, estimates and assumptions based on experience and other factors, including expectations of future events that may have an impact on the Group. All judgements, estimates and assumptions are believed to be reasonable based on the most current set of circumstances available. The areas subject to judgements, estimates or assumptions that can have a material impact on reporting are:

**Depreciation of property, plant and equipment** (Note 20) and the amortisation of intangible assets (Note 19) is subject to an assessment of the economic life of each asset based on past experience or available information from other sources.

**The valuation of land and investment properties** is obtained from independent valuation by a qualified person exercising their professional judgement to assess the fair value at the date of valuation. (Notes 20,21,22)

**Development project costs within inventory** under construction are accumulated on the assumption that projects will continue to completion and realise economic benefit for the Group. Should circumstances be such that costs incurred to date will no longer realise future economic benefit the costs are written off.

**Club Land** - there has been no material change in the market for the Club land and therefore no revaluation has been undertaken this year.

**Impairment of inventory under construction** has been recorded in the current financial year as a result of increased construction costs and the termination and replacement of one of the two lead contractors. Total costs now exceed the net selling price and an allowance for impairment has been recorded (Note 24) to reflect the expected loss

on the development. In reaching the impairment adjustment some assumptions were required, these included an assessment of future cost increases from known construction variations and an allowance for committed and uncommitted contingencies. These cost estimates are based on quantity surveyor estimates. A revenue upside is included from the potential increase in market value of apartment sales contracts cancelled and now being sold on the open market at prices based on the market appraisal of a real estate agent.

**Going concern** assumptions have been applied when preparing the financial statements, despite the impairment of inventory under construction the Club has a positive net asset position to sustain its operations. Ongoing support and collaboration with the banks financing the developments provides the Club with the assurance that the necessary banking facilities will remain available to see the projects to completion. Investment properties held for sale (Note 22) are expected to provide the Club with the cashflow to reduce debt while future rental income from investment property under construction will service the residual debt position. The Club also has other property that could be liquidated in order to reduce any residual debt if needed.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
for the year ended 31 July 2019

**3. RACING REVENUE AND EXPENDITURE**

	2019	2018
<b>Revenue - Exchange</b>	\$	\$
Acceptance fees	156,950	173,250
Industry funding	7,993,038	8,033,416
Subsidies received	591,350	853,219
Sponsorship	643,766	620,188
Trials and Workouts	229,757	261,006
<b>Total Racing Revenue - Exchange</b>	<b>\$9,614,861</b>	<b>\$9,941,079</b>
<b>Revenue - Non-Exchange</b>		
Grants received	285,000	215,000
<b>Total Racing Revenue - Non-Exchange</b>	<b>\$285,000</b>	<b>\$215,000</b>
	<b>\$9,899,861</b>	<b>\$10,156,079</b>
<b>Expenditure</b>		
Stakes and trophies	8,429,932	8,291,888
Totalisator expenses	491,878	453,364
Salaries and wages	339,141	360,510
Sponsorship expenses	18,197	29,175
Other racing expenses	368,440	393,404
	<b>\$9,647,588</b>	<b>\$9,528,341</b>
<b>Contribution from Racing</b>	<b>\$252,273</b>	<b>\$627,738</b>

Subsidies received are paid in connection with the running of specific races and received primarily from Harness Racing NZ and the NZ Sire Stakes Board. Sponsorship expenses are reduced by an elimination of intercompany charges for the provision of hospitality services provided by a subsidiary entity of \$356,144 (2018: \$281,377)

**4. TRADING REVENUE AND EXPENDITURE**

	2019	2018
<b>Revenue</b>	\$	\$
Food and beverage revenue	6,600,602	7,054,384
Gaming Revenue	3,515,492	3,381,640
TAB revenue	740,597	865,872
	<b>\$10,856,691</b>	<b>\$11,301,896</b>
<b>Expenditure</b>		
Food and beverage cost of sales	2,612,932	2,678,810
Food and beverage salaries and wages	2,867,670	2,807,480
Marketing expenses	409,250	380,741
Gaming and TAB expenses	1,491,865	1,504,257
Administration expenses	221,307	214,136
	<b>\$7,603,024</b>	<b>\$7,585,424</b>
<b>Contribution from Trading</b>	<b>\$3,253,667</b>	<b>\$3,716,472</b>

**5. PROPERTY RENTAL REVENUE AND EXPENDITURE**

	2019	2018
<b>Revenue</b>	\$	\$
Property rents	2,074,641	2,109,048
Parking revenue	445,984	408,528
	<b>\$2,520,625</b>	<b>\$2,517,576</b>
<b>Expenditure</b>		
Rental property expenses	1,656	1,970
Parking expenses	236,543	195,392
	<b>\$238,199</b>	<b>\$197,362</b>
<b>Contribution from Property Rentals</b>	<b>\$2,282,426</b>	<b>\$2,320,214</b>

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 6. OPERATIONS AND ADMINISTRATION EXPENDITURE

	NOTE	2019	2018
		\$	\$
Administration salaries and wages		1,176,163	1,155,262
Audit and related services	7	54,200	53,200
Board remuneration	17	142,500	154,000
Community donations		2,346	2,948
Property services salaries and wages		1,068,708	991,119
Marketing expenses		20,344	58,283
Membership expenses		25,935	19,635
Utilities, rates and insurance		1,233,679	1,014,436
Receivables written off	14	16,463	3,042
Repairs and maintenance		587,143	682,831
Administration and other expenses		614,541	568,492
<b>Total Operations &amp; Administration Expenditure</b>		<b>\$4,942,022</b>	<b>\$4,703,248</b>

### 7. AUDIT AND RELATED SERVICES

RSM Hayes Audit provide audit services to the Group. The fee paid and/or accrued for the year is detailed as follows:

	2019	2018
	\$	\$
Group financial statement audit	49,700	48,700
Club gaming account audit	4,500	4,500
<b>Total Audit and Related Services</b>	<b>\$54,200</b>	<b>\$53,200</b>

### 8. EMPLOYEE BENEFITS EXPENSE

Employee benefits expense is included in the functional expenditure analysis provided in notes 3 to 6. The total employee benefits expense for the year is made up as follows:

	NOTE	2019	2018
		\$	\$
Racing expenditure		339,141	360,510
Trading expenditure		3,436,613	3,413,433
Property rental expenditure		236,543	195,392
Administration expenditure		1,179,876	1,155,262
Property services expenditure		1,068,708	991,119
Board remuneration	17	142,500	154,000
<b>Total Employee Benefits Expense</b>		<b>\$6,403,381</b>	<b>\$6,269,716</b>

### 9. REVALUATION SURPLUS RESERVE

The Revaluation Surplus Reserve is that portion of equity that has been recognised by the periodic revaluation of 'in service' and 'strategic' land holdings, being an asset class within property, plant and equipment (Note 20). Gains or losses in fair value are measured by independent valuation and are disclosed within Other Comprehensive Income. No income tax effect is incurred. Land holdings have been revalued at 31 July 2018, refer to Note 20.

Fair value movements on investment property are not part of the Revaluation Surplus Reserve. Gains or losses arising on the measurement of fair value of investment property (Note 21,22) are recognised in the surplus for the year and form part of Accumulated Funds. In the prior year a portion of land held under property, plant & equipment was transferred to investment property, as a result a

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 9. REVALUATION SURPLUS RESERVE (cont.)

portion of the revaluation reserve held in relation to the land value has been transferred to retained earnings. A further transfer from the revaluation reserve to retained earnings was also done in the prior year to adjust for historical portions of land transferred to investment property.

Movement in the reserve during the year is as follows:

	NOTE	2019	2018
		\$	\$
<b>Balance as at 31 July 2018</b>		<b>\$104,329,080</b>	<b>\$88,351,440</b>
Revaluation - Alexandra Park - Epsom		-	11,406,205
Revaluation - Franklin Park - Pukekohe	20	-	7,400,000
Land transferred to investment property	20	-	(2,828,565)
<b>Balance as at 31 July 2019</b>		<b>\$104,329,080</b>	<b>\$104,329,080</b>

The Reserve balance represents the revaluation of land as follows:

	2019	2018
	\$	\$
Alexandra Park, Epsom	91,256,803	91,256,803
Franklin Park, Pukekohe	13,072,277	13,072,277
<b>Balance as at 31 July 2019</b>	<b>\$104,329,080</b>	<b>\$104,329,080</b>

### 10. OPERATING LEASES

The Group is committed to a rental agreement for photocopy equipment for a term of 48 months commencing December 2016, and rental agreements for EFTPOS equipment with residual terms from 13 to 25 months. Rental is paid by fixed monthly instalments for the duration of the term.

### 10. OPERATING LEASES (cont.)

The minimum future payments to be incurred under operating leases are as follows:

	2019	2018
	\$	\$
Current Year	26,234	27,572
2-5 Years	9,621	35,813
<b>Total Future Commitments</b>	<b>\$35,855</b>	<b>\$63,385</b>

### 11. GAMING DISTRIBUTION TO AUTHORISED PURPOSES

The club's licence to operate gaming machines provides that the proceeds of gaming be applied to provide for the conduct of race meetings for the benefit of the public and to promote and control those meetings, including the provision and maintenance of facilities and the payment of stake money.

Grants to authorised purposes of \$2,380,000 have been applied to stake money. (2018: \$2,283,000)

### 12. CASH AND CASH EQUIVALENTS

The balance in the Balance Sheet is made up as follows:

	2019	2018
	\$	\$
Cash on hand	100,111	97,362
Cash float on issue	88,950	113,930
Cash at bank - Operating accounts	1,955,382	2,580,342
Cash at bank - Gaming account	169,560	194,183
<b>Total Cash and Cash Equivalents</b>	<b>\$2,314,003</b>	<b>\$2,985,817</b>

The Gaming account is subject to restriction on use whereby the application of funds is limited to meeting approved items of gaming expenditure and appropriation to the authorised purposes contained in the Club's current licence to operate gaming machines.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 13. EMPLOYEE ENTITLEMENTS

The liability for employee entitlements recorded in the Balance Sheet is made up as follows:

	2019	2018
	\$	\$
Accrued salaries and wages	311,877	269,290
Liability for annual leave	232,260	338,434
Liability for sick leave	11,350	11,350
Kiwisaver contributions on hand	-	2,469
<b>Total Employee Entitlements</b>	<b>\$555,487</b>	<b>\$621,543</b>

### 14. TRADE AND OTHER RECEIVABLES

The balances in the Balance Sheet are made up as follows:

	2019	2018
	\$	\$
Trade receivables	488,714	553,636
Prepayments	244,403	203,442
GST receivable	1,084,558	1,135,352
Other receivables	5,930	35,768
Development funds held in escrow	383,467	-
Provision for impairment	-	-
<b>Total Trade and Other Receivables</b>	<b>\$2,207,072</b>	<b>\$1,928,198</b>
Receivable during the current 12 months	2,207,072	1,928,198
Receivable in future periods	-	-
	<b>\$2,207,072</b>	<b>\$1,928,198</b>

The carrying value of receivables approximates their fair value after making due allowance for impairment losses based on an assessment of the credit risk attached to the receivables. Credit risk is determined

### 14. TRADE AND OTHER RECEIVABLES (cont.)

based on an analysis of the Group's losses in previous periods and review of specific debtors having regard to past payment performance and knowledge of their current circumstances. All receivables past due for 90 days or more are subject to an impairment assessment. A receivable will be considered to be impaired if there is an unresolved dispute, no effort is being made to reduce the debt, the debtor is the subject of receivership, liquidation or bankruptcy, or there are other known circumstances that indicate full recovery may be doubtful.

The analysis of those receivables that are past due but not impaired at the end of the reporting period is as follows:

	2019	2018
	\$	\$
Past due 1-30 days	77,896	76,059
Past due 31-60 days	74,022	74,669
Past due 61-90 days	20,639	11,067
Past due > 90 days	11,016	19,334
<b>Total Receivables Past Due</b>	<b>\$183,573</b>	<b>\$181,129</b>

Movement in the provision for impairment of receivables is as follows:

	2019	2018
	\$	\$
Provisions made (reversed) during the year	-	-
Receivables written off	-	-
Increase (Decrease) for the year	-	-
<b>Balance as at 31 July 2019</b>	<b>-</b>	<b>-</b>

The impairment provision is net of Goods and Services Tax which is recoverable in the event a debt is written off.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
for the year ended 31 July 2019

**15. TRADE AND OTHER PAYABLES**

The balances in the Balance Sheet are made up as follows:

	2019	2018
	\$	\$
Trade payables	1,376,877	1,019,077
Accrued expenses	-	15,221
Development project payables	8,722,626	3,770,680
Development retentions payable	1,259,760	1,259,760
Deposits and receipts in advance	274,898	186,864
Other payables	425,522	13,426
<b>Total Trade and Other Payables</b>	<b>\$12,059,683</b>	<b>\$6,265,028</b>
Payable during the current 12 months	12,059,683	5,665,028
Payable in future periods	-	600,000
	<b>\$12,059,683</b>	<b>\$6,265,028</b>

**16. RECONCILIATION OF NET CASH FROM OPERATING**

The reconciliation of Net Surplus for the year to Net Cash from Operating Activities is as follows:

	2019	2018
	\$	\$
Net Surplus for the year	(66,733,391)	10,223,897
<i>Add Back Non Cash Items:</i>		
Amortisation expense	57,642	53,419
Depreciation and adjustments on disposal	1,355,469	1,364,351
Provisions for impairment	-	-
Fair value movements on investment property	1,625,000	(10,213,796)
Impairment of inventory under construction	66,148,143	-
<i>Net Changes in Working Capital:</i>		
Trade and other receivables	54,576	(671,614)
Inventories	(541)	6,905
Trade and other payables	1,136,453	(53,764)
Employee entitlements	(66,057)	(44,093)
Receipts in advance	88,033	(130,091)
Capitalised Development Costs Classified within Operating Cash Flow	(53,214,420)	(45,836,184)
<b>Net Cash flow from Operations</b>	<b>\$(49,549,093)</b>	<b>\$(45,300,970)</b>

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 17. RELATED PARTY DISCLOSURES

Remuneration paid to members of the board for the current term of office is:

			2019	2018
			\$	\$
B Carter	President		37,500	37,500
R Croon	Vice President		22,500	22,500
D Balle	Elected Director		15,000	15,000
R Johnson	Elected Director		15,000	15,000
J A MacKinnon	Elected Director		15,000	15,000
L Peckham	Appointed Director		15,000	15,000
G Harford	Appointed Director		15,000	-
P W Smith	Elected Director	(Retired 24 October 2018)	-	15,000
B Purdon	Elected Director	(Retired 24 October 2018)	-	15,000
K Sumner	Appointed Director	(Retired 24 October 2018)	-	15,000
			<b>\$135,000</b>	<b>\$165,000</b>

Board members are actively engaged in the sport of harness racing and may transact with the club on normal terms in pursuing their interest and involvement therein.

During the year board member R.Croon took up the role of acting Chief Executive. He was appointed as a transitional measure, authorised by resolution of the Board, and received remuneration of \$60,000 for this fixed period.

Board member G.Harford has been engaged as a lawyer and advisor to the club through Dawson Harford Limited for legal advice and Harford Consulting Limited for consultancy services. Fees of \$206,599 were paid to these entities for the year, subject to board resolution and the usual processes of the Club.

Key management personnel having authority and responsibility for planning, directing and controlling the activities of the Group, compensation paid to key management personnel is comprised of short-term employee benefits only. Total key management personnel compensation paid for the year is \$853,599 for 5 full time equivalent employees (2018: \$852,512, 5 full time equivalent employees).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 18. FINANCIAL INSTRUMENTS

The carrying amounts of financial assets and liabilities within category are as follows:

	NOTE	2019	2018
		\$	\$
<b>Loans and Receivables</b>			
Cash and cash equivalents	12	2,314,003	2,985,817
Trade and other receivables	14	2,207,072	1,928,198
		<b>\$4,521,075</b>	<b>\$4,914,015</b>
<b>Financial Liabilities (measured at amortised cost)</b>			
Trade and other payables	15	\$12,059,683	\$6,265,028
Borrowings	23	\$195,209,005	\$130,917,651
		<b>\$207,268,688</b>	<b>\$137,182,679</b>

Loans and receivables expose the Group to credit risk. The maximum exposure to credit risk is the total for Loans and Receivables disclosed above. Credit risk is managed by regular monitoring and pursuit of receivables that are past due. Loans and receivables are recognised at fair value, which is determined as amortised cost less provision for any impairment where the estimated recoverable amount is less than carrying value.

Financial liabilities expose the Group to liquidity risk. Liquidity risk is managed by the regular monitoring and forecasting of cash flow on a daily, monthly and long term basis to ensure adequate cash resources are maintained to meet obligations as they fall due. The total of financial liabilities includes deposits and receipts in advance (Note 15) that are not expected to be repaid in the normal course of business. The contractual maturity analysis for all other financial liabilities is as follows:

	2019	2018
Due 1-30 days	10,353,592	4,777,203
Due 31-90 days	68,586	67,934,839
Due 91-365 days	202,604,402	66,089,578
Due > 365 days	-	600,000
	<b>\$213,026,580</b>	<b>\$139,401,620</b>

The Club's developments are being funded by bank facilities that have been negotiated with ANZ and Westpac. Drawdowns on these facilities are made as the construction cost obligations arise on a monthly basis. Interest payments are rolled into the total debt facility. These facilities expire within the next year around the expected completion date of the development (Note 23). Currently facilities are in place to ensure that construction costs continue to be paid on a timely basis, any extension or increase to these facilities will be negotiated with the banks when required. Unconditional Sales contracts have been signed on the majority of the 246 apartments with some apartments currently on the market for sale. At settlement on the completion of construction the Club will repay its debt facilities and re-arrange any residual debt as ongoing business loans to be serviced through operational cash flow.

The club is exposed to interest rate risk on bank borrowings for the funding of developments in progress, all borrowings are held on floating rates of interest (Note 23) and will be reviewed regularly for options to fix interest rates to minimise exposure to market movements. All borrowings will be repaid on completion of development projects at 223 Green Lane West, so long term exposure to interest rate fluctuations is minimal. Interest capitalised into inventory under construction is subject to a change in interest rates (\$952,482 per 0.5% fluctuation in interest rates) that will impact the profit on sale of apartments under construction, sales proceeds are expected to be realised in the year ending 31 July 2020. There is no exposure to any significant currency or market risks at balance date.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

for the year ended 31 July 2019

### 18. FINANCIAL INSTRUMENTS (cont.)

The following table illustrates the sensitivity of surplus and net assets to a reasonably possible change in interest rates of +/- 0.50%, these changes are considered to be reasonably possible based on observation of market conditions. The calculations are based on a change in the average market interest rate for each period, and the financial instruments held at each reporting date that are sensitive to changes in interest rates.

	SURPLUS FOR THE YEAR		NET ASSETS	
	+ 0.5%	- 0.5%	+ 0.5%	- 0.5%
31 July 2019	(22,063)	22,063	(22,063)	22,063
31 July 2018	(22,063)	22,063	(22,063)	22,063

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
for the year ended 31 July 2019

**19. INTANGIBLE ASSETS**

Movements in the cost of each class of intangible asset are as follows:

	2019					2018				
	Opening Cost	Additions at Cost	Disposals at Cost	Transfer to Assets Held For Sale	Closing Cost	Opening Cost	Additions at Cost	Disposals at Cost	Transfer to Assets Held For Sale	Closing Cost
Computer Software Licenses	183,202	18,749	-	-	201,951	198,283	16,590	(31,671)	-	183,202
Website Development	104,333	10,848	-	-	115,181	102,045	2,288	-	-	104,333
	<b>\$287,535</b>	<b>\$29,597</b>	-	-	<b>\$317,132</b>	<b>\$300,328</b>	<b>\$18,878</b>	<b>\$(31,671)</b>	-	<b>\$287,535</b>

Movements in the accumulated amortisation and impairment losses of each class of intangible asset are as follows:

	2019						2018					
	Opening Balance	Amortisation Expense	Impairment Losses	Eliminated on Disposal	Transfer to Assets Held for Sale	Closing Balance	Opening Balance	Amortisation Expense	Impairment Losses	Eliminated on Disposal	Transfer to Assets Held for Sale	Closing Balance
Computer Software Licenses	96,276	35,887	-	-	-	132,163	94,787	32,818	-	(31,329)	-	96,276
Website Development	57,298	21,755	-	-	-	79,053	36,697	20,601	-	-	-	57,298
	<b>\$153,574</b>	<b>\$57,642</b>	-	-	-	<b>\$211,216</b>	<b>\$131,484</b>	<b>\$53,419</b>	-	<b>\$(31,329)</b>	-	<b>\$153,574</b>

The carrying value of each class of intangible asset is made up as follows:

	2019			2018		
	Cost	Accumulated Amortisation/Impairment	Carrying Value	Cost	Accumulated Amortisation/Impairment	Carrying Value
Computer Software Licenses	201,951	132,163	69,788	183,202	96,276	86,926
Website Development	115,181	79,053	36,128	104,333	57,298	47,035
	<b>\$317,132</b>	<b>\$211,216</b>	<b>\$105,916</b>	<b>\$287,535</b>	<b>\$153,574</b>	<b>\$133,961</b>

The following additional disclosures are made in respect of intangible assets:

No intangible assets are pledged as security for liabilities. There are no restrictions on title to intangible assets other than those that may arise from retention of title clauses for purchased additions for which payment remains due under normal credit terms.

There are no contractual commitments for the acquisition of intangible assets.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 20. PROPERTY PLANT AND EQUIPMENT

Movements in the cost or valuation of each class of property, plant and equipment are as follows:

	2019					
	Opening Cost or Valuation	Additions at Cost	Revaluation	Disposals at Cost	Transfers to Investment Property	Closing Cost or Valuation
Land Alexandra Park	91,610,000	-	-	-	-	91,610,000
Land Pukekohe	18,850,000	-	-	-	-	18,850,000
Land Improvements	1,291,787	11,157	-	-	-	1,302,944
Buildings & Grandstands	33,564,586	40,312	-	-	-	33,604,898
Plant, Machinery & Vehicles	5,537,879	220,449	-	(70,669)	-	5,687,659
Flood & Security Lighting	1,406,754	-	-	-	-	1,406,754
Furniture, Fittings & Other	1,137,362	15,903	-	(17,789)	-	1,135,476
	<b>\$153,398,368</b>	<b>\$287,821</b>	-	<b>\$(88,458)</b>	-	<b>\$153,597,731</b>

	2018					
	Opening Cost or Valuation	Additions at Cost	Revaluation	Disposals at Cost	Transfers to Investment Property	Closing Cost or Valuation
Land Alexandra Park	82,500,000	-	11,406,205	-	(2,296,205)	91,610,000
Land Pukekohe	11,450,000	-	7,400,000	-	-	18,850,000
Land Improvements	1,256,716	40,223	-	(5,152)	-	1,291,787
Buildings & Grandstands	33,564,586	-	-	-	-	33,564,586
Plant, Machinery & Vehicles	5,494,787	229,006	-	(185,914)	-	5,537,879
Flood & Security Lighting	1,406,754	-	-	-	-	1,406,754
Furniture, Fittings & Other	1,126,353	11,009	-	-	-	1,137,362
	<b>\$136,799,196</b>	<b>\$280,238</b>	<b>\$18,806,205</b>	<b>\$(191,066)</b>	<b>\$(2,296,205)</b>	<b>\$153,398,368</b>

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
for the year ended 31 July 2019

**20. PROPERTY PLANT AND EQUIPMENT (cont.)**

Movements in accumulated depreciation and impairment losses of each class of property, plant and equipment are as follows:

	2019					
	Opening Balance	Depreciation Expense	Impairment Losses	Eliminated on Disposal	Assets on Amalgamation	Closing Balance
Land Alexandra Park	-	-	-	-	-	-
Land Pukekohe	-	-	-	-	-	-
Land Improvements	795,854	56,175	-	-	-	852,029
Buildings & Grandstands	20,047,109	956,898	-	-	-	21,004,007
Plant, Machinery & Vehicles	4,655,739	281,944	-	(46,861)	-	4,890,822
Flood & Security Lighting	1,336,284	10,578	-	-	-	1,346,862
Furniture, Fittings & Other	828,282	49,874	-	(17,409)	-	860,747
	<b>\$27,663,268</b>	<b>\$1,355,469</b>	-	<b>\$(64,270)</b>	-	<b>\$28,954,467</b>

	2018					
	Opening Balance	Depreciation Expense	Impairment Losses	Eliminated on Disposal	Assets on Amalgamation	Closing Balance
Land Alexandra Park	-	-	-	-	-	-
Land Pukekohe	-	-	-	-	-	-
Land Improvements	736,052	60,174	-	(372)	-	795,854
Buildings & Grandstands	19,091,224	955,885	-	-	-	20,047,109
Plant, Machinery & Vehicles	4,549,902	278,970	-	(173,133)	-	4,655,739
Flood & Security Lighting	1,325,706	10,578	-	-	-	1,336,284
Furniture, Fittings & Other	769,538	58,744	-	-	-	828,282
	<b>\$26,472,422</b>	<b>\$1,364,351</b>	-	<b>\$(173,505)</b>	-	<b>\$27,663,268</b>

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
for the year ended 31 July 2019

**20. PROPERTY PLANT AND EQUIPMENT (cont.)**

The carrying value of each class of property, plant and equipment is made up as follows:

	2019			2018		
	Cost or Valuation	Accumulated Depreciation/ Impairment	Carrying Value	Cost or Valuation	Accumulated Depreciation/ Impairment	Carrying Value
Land Alexandra Park	91,610,000	-	91,610,000	91,610,000	-	91,610,000
Land Pukekohe	18,850,000	-	18,850,000	18,850,000	-	18,850,000
Land Improvements	1,302,944	852,029	450,915	1,291,787	795,854	495,933
Buildings & Grandstands	33,604,898	21,004,007	12,600,891	33,564,586	20,047,109	13,517,477
Plant, Machinery & Vehicles	5,687,659	4,890,822	796,837	5,537,879	4,655,739	882,140
Flood & Security Lighting	1,406,754	1,346,862	59,892	1,406,754	1,336,284	70,470
Furniture, Fittings & Other	1,135,476	860,747	274,729	1,137,362	828,282	309,080
	<b>\$153,597,731</b>	<b>\$28,954,467</b>	<b>\$124,643,264</b>	<b>\$153,398,368</b>	<b>\$27,663,268</b>	<b>\$125,735,100</b>

The following additional disclosures are made in respect of property, plant and equipment:

There were restrictions on title to property, plant and equipment (Note 23).

Land at Alexandra Park is carried at independent valuation as at 31 July 2018 prepared by K Beckett (ANZIV, SPINZ), Associate Director, CBRE Limited, Registered Valuers.

Land at Franklin Park on Station Road, Pukekohe is carried at independent valuation 31 July 2018 prepared by J Ellis (MPINZ), Director, CBRE Limited, Registered Valuers.

The sales comparison method was used to arrive at the fair value of land at Alexandra Park and Franklin Park, taking into consideration the general market perception of this type of asset. The valuation of Alexandra Park includes the potential opportunity to rezone and assumes a 75% probability factor that a mixed use zoning could be achieved for the entire property.

Land carried as part of property, plant and equipment does not include those areas of land recognised as investment property and reported at fair value in accordance with the requirements of PBE IPSAS 16 (Note 21,22).

The original cost of land carried at valuation is \$6,130,920. The surplus due to revaluation is \$104,329,080 and is carried as a separate line item in equity.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
for the year ended 31 July 2019

**21. INVESTMENT PROPERTY**

Movements in the carrying value of investment property are as follows:

	2019						2018					
	Opening Balance	Additions at Cost	Transfers from Property, Plant & Equipment	Transfers	Fair Value Gain/(Loss)	Closing Balance	Opening Balance	Additions at Cost	Transfers from Property, Plant & Equipment	Transfers	Fair Value Gain/(Loss)	Closing Balance
350 Manukau Road, Epsom	5,300,000	-	-	(5,300,000)	-	-	5,250,000	-	-	-	50,000	5,300,000
352 Manukau Road, Epsom	10,400,000	-	-	(9,175,000)	(1,225,000)	-	10,100,000	-	-	-	300,000	10,400,000
223A/B Green Lane West, Epsom	11,199,210	5,168,885	-	-	-	16,368,095	7,288,079	3,911,131	-	-	-	11,199,210
223C Green Lane West, Epsom	15,840,000	-	-	-	-	15,840,000	11,450,000	-	1,665,790	(3,091,500)	5,815,710	15,840,000
225 Green Lane West, Epsom	7,720,000	-	-	-	-	7,720,000	-	-	630,415	3,091,500	3,998,085	7,720,000
32 Campbell Crescent, Epsom	9,000,000	-	-	-	(400,000)	8,600,000	8,950,000	-	-	-	50,000	9,000,000
	<b>\$59,459,210</b>	<b>\$5,168,885</b>	<b>-</b>	<b>\$(14,475,000)</b>	<b>\$(1,625,000)</b>	<b>\$48,528,095</b>	<b>\$43,038,079</b>	<b>\$3,911,131</b>	<b>\$2,296,205</b>	<b>-</b>	<b>-\$10,213,795</b>	<b>\$59,459,210</b>

The following additional disclosures are made in respect of investment property:

The Club engaged K Beckett (ANZIV, SPINZ), Associate Director, CBRE Limited, Registered Valuers, to provide an independent assessment of the fair value of investment property. The valuation reports are dated July 2019 with fair value being assessed as at 31 July 2019.

During the year the investment property at 350 and 352 Manukau Road were reclassified to investment property held for sale on the basis of the Clubs intention to dispose of these properties (Note 22).

The fair value of property at 350 Manukau Road has been determined using a direct comparison approach establishing land value plus the present value of the deferred income to reflect the highest and best use of the site. The premises are leased to a fast food operator with a weighted average term to run of 3.5 years. There is 1 right of renewal available for 10 years. Under this approach the underlying land value has been grown by 3% per annum, with the rental and land value deferred from final expiry of the lease in 2033.

The property 223A and 223B is held at cost and represents the portion of developments in progress that will be leased as retail space on completion of development.

The fair value of property at 32 Campbell Crescent has been determined using both the Direct Capitalisation and Discounted Cash Flow approaches, having regard to the existing lease to a good quality tenant. The rent is considered to lie at or around market levels with a further 6.5 years to run on the lease. The Direct Capitalisation method adopts a capitalisation rate of 6.0%, while the discounted cashflow calculation adopts an internal rate of return of 7.25% and a cashflow period of 10 years.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 21. INVESTMENT PROPERTY (cont.)

The fair value of land at 223C and 225 Green Lane West has been determined using a direct comparison approach factoring in recent comparative sales in the market. The land is valued subject to vacant possession having regard to the good locational attributes of the property, the mixed use zoning under the Auckland unitary plan, along with reasonable market conditions for a development asset of this nature as at the date of valuation.

Investment properties situated at 350, 352 Manukau Road, 28 Campbell Crescent and 223A, 223B, 223C and 225 Green Lane West are subject to mortgages in favour of Westpac New Zealand Limited and/or ANZ Bank New Zealand Limited (Note 23).

The Club has no contractual obligations to purchase, construct or develop the existing investment properties situated at 350, 352 Manukau Road, 28 Campbell Crescent, 223C and 225 Green Lane West or for repairs, maintenance or enhancements.

### 22. INVESTMENT PROPERTY HELD FOR SALE

Movements in the carrying value of investment property held for sale are as follows:

	2019		
	Opening Balance	Transfers	Closing Balance
350 Manukau Road, Epsom	-	5,300,000	5,300,000
352 Manukau Road, Epsom	-	9,175,000	9,175,000
	-	<b>\$14,475,000</b>	<b>\$14,475,000</b>

### 23. BORROWINGS

	2019	2018
	\$	\$
Bank Loans	195,236,005	130,844,651
Loan from Harness Racing New Zealand Inc.	300,000	400,000
Deferred finance expense	(327,000)	(327,000)
	<b>\$195,209,005</b>	<b>\$130,917,651</b>
Payable during the current 12 months	195,209,005	130,917,651
Payable in future periods	-	-
	<b>\$195,209,005</b>	<b>\$130,917,651</b>

The club has bank loans for the development of key projects, the loans have been classified as current or non-current liabilities per the documented expiration date on the term of each loan. The loans will be repaid on completion of the projects once settlement has been achieved, the banks are aware of all project matters including expected date of completion through regular independent monthly reporting.

A loan facility for \$152,000,000 with a current value drawn of \$80,386,534 is provided by Westpac New Zealand Limited (Westpac) with a maturity date of 30 June 2020 on an interest only basis with full repayment due on completion and settlement of apartment sales which is expecting to be during the year ended 31 July 2020. The interest rate applicable is floating based on Westpac's 30 day bank bill bid rate plus margin. An overdraft facility of \$1,500,000 is also available for the purpose of assisting in the timing of GST refunds, the overdraft will incur interest at Westpac's commercial variable lending rate plus 2.0%. During the financial year this overdraft facility has been periodically utilised, as at the balance date of 31 July 2019 no funds had been drawn.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 23. BORROWINGS (cont.)

A loan facility for \$10,000,000 with a current value drawn of \$9,736,084 is provided with a maturity date of 30 June 2020, interest is capitalised into the loan and full repayment due on completion of the project and the expected expiry of the facility. The interest rate applicable is floating based on Westpac's 30 day bank bill bid rate plus margin.

A loan facility for \$4,500,000 with a current value drawn of \$4,412,676 is provided with a maturity date of 30 June 2020 with interest payable monthly and full repayment due on completion of the project and the expected expiry of the facility. The interest rate applicable is floating based on Westpac's 90 day bank bill bid rate plus a margin of 2.00%.

All loans to Westpac are secured by first and exclusive mortgages over the properties at 350 and 352 Manukau Road, 32 Campbell Crescent, 223C, 225, 229 and 223A Green Lane West, and a registered first and exclusive deed of assignment and Specific Security Agreement covering sale and purchase contracts, deposits, construction contracts and contractors performance bond and all building and local authority permits and resource consents related to the development. Westpac and ANZ also have a shared security arrangement over the race track land and buildings located at 354-378 Manukau Road.

A loan facility for \$133,800,000 with a current value drawn of \$101,913,710 is provided by ANZ Bank New Zealand Limited (ANZ) with a maturity date of 28 February 2020 on an interest only basis with full repayment due on completion and settlement of apartment sales which is expecting to be during the year ended 31 July 2020. The interest rate applicable is floating based on ANZ's 30 day bank bill bid rate plus margin.

The loan to ANZ is secured by first and exclusive mortgages over the properties at 223B and 239 Green Lane West, 240 Station Road, and a

registered first ranking Specific Security Agreement over rights in respect of sale and purchase contracts, deposits, construction contracts, plans/ specification and performance bonds related to the development, plus the shared security arrangement over the race track land and buildings located at 354-378 Manukau Road.

Interest of \$7,195,772 was capitalised into the cost of developments and the loan value during the year. The average rate across the development loans held with ANZ and Westpac is 4.19%.

The loan from Harness Racing New Zealand Incorporated is non-interest bearing and has a term expiring on 30 October 2019, the loan is secured by a mortgage over the property at 242 Station Road, Pukekohe.

### 24. INVENTORY UNDER CONSTRUCTION

	2019	2018
	\$	\$
Inventory under construction	207,356,775	139,953,675
Impairment of inventory under construction	(66,148,143)	-
	<b>\$141,208,632</b>	<b>\$139,953,675</b>

The impairment for the year was calculated based on total projected cost and contingency to complete the development against the total projected consideration on settlement of the apartments. The impairment recognised for the year resulted from an increase in the construction costs for both buildings, and the termination and replacement of the previous lead contractor on the 223A Green Lane site which has led to significant change costs and subsequent remediation of defects. The 223B Green Lane West site also suffered considerable cost increases through variation claims brought by the site contractor. The delay in completion has also resulted in prolongation costs for professional services and finance.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 July 2019

### 25. CAPITAL COMMITMENTS AND CONTINGENT LIABILITIES

The Club has engaged professional service consultants and contractors for the development of 223A Green Lane West into a mix of commercial and residential property with expected completion mid 2020. At balance date the Club is committed to the balance of the construction contract and related professional services of \$60,283,813. Bank funding has been approved for the development and the facility is being drawn down monthly to settle progress payments.

The Club has engaged professional services and contractors for the development of 223B Green Lane West into a mix of commercial and residential property with expected completion February 2020. At balance date the Club is committed to the balance of the construction contract and related professional services of \$26,433,555. Bank funding has been approved for the development and the facility is being drawn down monthly to settle progress payments.

During the year a contractor issued proceedings against the Club in the arbitral tribunal seeking damages for wrongful termination, the Club has filed its defence and counterclaim for its losses arising from the termination of the contractor, an 8 week hearing is provisionally set to begin on 30 March 2020.

As a result of design issues there are outstanding defects that require remediation on the Blues training facility which was a design and build contract. This will result in a remediation cost estimated to total between \$1.3m to \$1.8m, the Club will seek to recover these losses from the contractor, engineer, other potentially liable parties and their insurance companies.

The Club has indemnified Westpac New Zealand Limited in respect of a \$258,750 bank guarantee in favour of the Auckland Council. The guarantee was required as a condition of the Club obtaining resource consent for the subdivision of land as a commitment to ensure required infrastructure in water and wastewater services were completed.

The Club has indemnified Westpac New Zealand Limited in respect of a \$30,000 bank guarantee in favour of the New Zealand Racing Board. The guarantee was required as a condition of the Club being able to operate a social TAB agency at Alexandra Park.

There are no other material capital commitments or contingent liabilities as at 31 July 2019.

### 26. EVENTS SUBSEQUENT TO BALANCE DATE

There have been no subsequent events that occurred from balance date through to the signing of the financial statements that would require adjustment to or disclosure in the financial statements as of and for the year ended 31 July 2019.

## INDEPENDENT AUDITOR'S REPORT

### To the members of Auckland Trotting Club Incorporated



#### Opinion

We have audited the consolidated financial statements of Auckland Trotting Club Incorporated (the Club) and its subsidiaries (the group), which comprise:

- the consolidated balance sheet as at 31 July 2019;
- the consolidated statement of comprehensive revenue and expense for the year then ended;
- the consolidated statement of changes in net assets for the year then ended;
- the consolidated statement of cash flows for the year then ended; and the notes to the consolidated financial statements, which include significant accounting policies.

In our opinion, the accompanying consolidated financial statements on pages 52 to 76 present fairly, in all material respects, the financial position of the group as at 31 July 2019, and its financial performance and its cash flows for the year then ended in accordance with Public Benefit Entity Standards issued by the New Zealand Accounting Standards Board.

#### Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)). Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the consolidated financial statements section of our report.

We are independent of the group in accordance with Professional and Ethical Standard 1 (Revised) Code of Ethics for Assurance Practitioners issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

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

Other than in our capacity as auditors, RSM Hayes Audit and our staff members may, from time to time have received services from the Club during the year on normal commercial terms and an arm's length basis. Other than that, we have no relationship with, or interests in, the group or any of its subsidiaries.

#### Other Information

The directors are responsible for the other information. The other information comprises the information on pages 1 to 51 and pages 78 to 81 (but does not include the consolidated financial statements and our auditor's report thereon), which we obtained prior to the date of this auditor's report. Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of audit opinion or assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our

knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed on the other information that we obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

#### Responsibilities of directors for the consolidated financial statements

The directors are responsible, on behalf of the Club, for the preparation and fair presentation of the consolidated financial statements in accordance with Public Benefit Entity Standards, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the directors are responsible, on behalf of the Club for assessing the group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless those charged with governance either intend to liquidate the group or to cease operations, or have no realistic alternative but to do so.

#### Auditor's responsibilities for the audit of the consolidated financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (NZ) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the decisions of users taken on the basis of this consolidated financial statements. A further description of the auditor's responsibilities for the audit of the consolidated financial statements is located at the XRB's website at:

[https://xrb.govt.nz/Site/Auditing\\_Assurance\\_Standards/Current\\_Standards/Page7.aspx](https://xrb.govt.nz/Site/Auditing_Assurance_Standards/Current_Standards/Page7.aspx)

#### Who we report to

This report is made solely to the Club's members, as a body. Our audit has been undertaken so that we might state to the members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Auckland Trotting Club Incorporated and its members as a body, for our work, for this report, or for the opinions we have formed.

RSM Hayes Audit  
Auckland

27 September 2019

# 2018/19 MEMBERS

2013	J	ABERNETHY	1997	F B	BOSCH	1992	G W	COLE	2018	D	DE SILVA
2007	P	ABERNETHY	1998	G W S	BOYD	2014	J H	COLE	2013	A	DEAN
1980	T C	ALCOCK	1992	IG	BOYD	2013	M C	COLE	1956	G	DELL
2004	J D	ALEXANDER	2019	K	BRADLEY	2008	J A	COLLINS	1979	A P	DELL'ISOLA
2016	L	ALLEN	2012	T	BRADY	2004	C D	COLSON	2002	R	DEMPSEY
1976	G M	ANDREW	2012	A K	BRECKON	1962	F M	COMMONS	1968	D R	DENNING
1969	F G	ANTUNOVICH	1984	G K	BRECKON	1953	D	CONROY	2017	J R	DIAS
2014	B J	ARCHER	2012	G P	BRECKON	2013	C	CONWELL	2014	C	DICKIE
1972	D L	ARCHER	2014	K D	BRECKON	1986	P M	COOK	2009	R C	DICKIE
2015	P G	ARGUS	1995	K G	BRECKON	2014	M T	CORBOY	1969	A M	DIVICH
2006	S P	ARNET	2017	J O	BRENAN	1992	P M	CORNER	2018	D I	DONALDSON
1973	G K	ASHBY	1976	R A	BRIDGFORD	1998	S J	CORNWALL	2018	L D	DONALDSON
1987	P G	BAILLIE	2011	A	BRIERLEY	1976	L O	COZENS	2011	A	DORMER
1995	G S	BAKER	1997	N V	BROWN	1965	N	CRADDOCK	1989	G R	DORMER
1981	N N	BAKER	1989	J P	BROWNLEE	1984	H J	CRAIG	1995	G C	DOUGHTY
2017	C L	BALLE	2008	J S	BRYANT	2017	P A	CRONIN	1995	W	DOUGHTY
2017	D M	BALLE	1985	P C	BULT	1977	K T	CROOKE	2009	J R	DOW
1984	K R	BALLE	1973	P C	BURLEY	2016	G M	CROOKES	2017	K F	DOW
1982	M F	BALLE	2013	B	BURTON DEW	2002	R S	CROON	1973	A B	DOWNEY
1997	R	BALLE	1984	I E	CALDERWOOD	1989	J P	CROUTH	2014	R C	DOWNEY
1996	C	BANTON	2017	D	CAMPBELL	1972	N M	CULPAN	1988	L C	DRIVER
1980	K J	BARNES	1964	S J	CAMPBELL	1982	G P	CURACH	1988	M J	DUDLEY
1981	R C	BARNES	2012	R J	CAMPION	2019	P F	CURRAN	2006	P	DUNELL
1980	C	BARRADALE	2003	T M	CARGILL	1999	P G	CURSON	2007	D M	DUNFORD
1993	J O	BARRETT	1984	R G	CARR	1988	J D	CURTIN	2010	M D	DUNFORD
1967	P R	BARRY	1995	B K	CARTER	1981	W P	DALZIEL	1987	I L	DUNN
1984	E J	BAX	2014	M R	CARTER	2016	L	DARBY	2017	R J	DUNN
2004	L	BERTAUT	1984	R W	CARTER	2008	G	DATSON	1963	P W	EAGLES
2009	R S	BEST	1985	G V	CASTLES	1984	K	DAVIDSON	2018	C R	EDMONDS
2010	I C	BESWICK	1975	J R	CHARLESWORTH	2018	E E	DAVIES	1979	P J	EDMUNDS
2008	D P	BIDDLECOMBE	2008	P	CHARLTON	2015	J B	DAVIES	2006	E J	EDWARDS
1979	A G	BILISH	2000	S K H	CHIA	2004	T A	DAVIS	2013	E G	ELFLEET
2009	N R	BILLINGTON	1990	L G	CHRISTENSEN	1998	B L	DAVISON	2016	C W	ERB
1982	J M	BOLAND	2010	M	CHURCHES	2017	S	DAVISON	2012	A F C	EUSTACE
2010	R	BOLTON	2014	P	CLARK	2018	C O	DE JONGH	1979	J G	EVANS

2015	R H EWINGTON	1984	M E GREEN	1990	B D HEWES	1984	G W KELLY	2010	G F LOGAN
1984	H A R EYRE	2017	P GREEN	1979	J D HICKEY	2017	P C KELLY	1991	E J LONG
2009	D C FAIRLIE	2014	P C GREEN	1998	R HIGH	1964	J KENNEDY	1968	J A LOOMB
1999	R FAMULARO	1967	T A GREEN	1983	B R HOBMAN	1988	R B KENNEDY	2005	J B LOVEDAY
2009	B FARRELL	2017	C GREGORY	1994	M J HODGKINS	2007	R L KENNEDY	2005	R G LOVETT
1987	M W FEEK	2017	O GREGORY	2013	M J V HOGGARD	2018	P G KENNY	1980	P LOWTHER
1970	K FERGUSON	1996	A R GRIERSON	1985	S HOLLOWAY	2012	A R KERR	1969	L S LUM
1989	M R FILE	1969	S R GRIFFITHS	1968	L R HOOPER	1967	G R KERR	1989	R J LYNCH
2016	S FISSENDEN	1977	LA GRIMMOND-REICHEL	2010	W R HOPE	2015	L KETTLE	1992	W K MABEY
2011	S J K FLAY	2004	W P GUBB	1964	B R HORNBLow	2015	T KETTLE	1983	D S MACDONALD
1989	G E FLEETWOOD	1983	H J HABRAKEN	1982	M HOYLE	2008	B KILGOUR	1998	C MACKIE
1977	K G FLYNN	2008	B P HACKETT	1969	W C HOYTE	2016	P KIRK	2012	C MACKINNON
2011	K J FOLEY	1962	K G HADDOCK	2006	B HUGHES	1975	D G KIRKBRIDE	2012	J MACKINNON
1986	W FOLEY	2018	B J HADLEY	1977	B J HUGHES	1994	AJ KNOX	1989	J A MACKINNON
1993	J P W FORBES	1996	S A HADLOW	2009	G HULST	2015	D KNOX	2012	O MACKINNON
1984	M FORD	2012	P HAILES	2017	R L HUNT	2015	S KNOX	1968	R J MAGNESS
1996	G E FOSTER	2018	S HALLIGAN	2017	F HUNTER	1983	H R KOEFOED	1985	J F MAHER
1987	D K FRENCH	2003	R E HAMLEY	1995	M B HUNTER	2012	S A KUSABS	2003	D MAKAN
2010	A S GAIN	2010	V HANNA	1992	B A IRONMONGER	1974	C C LANDON	1969	D A MANN
1964	A R GALBRAITH	1985	P V HANSEN	2005	L IRWIN-PARSONS	1985	P R LASCELLES	1990	K D MARR
1972	C D GALLAGHER	1991	G W HARDING	2010	B JAMES	2013	D LATIMER	1994	B R MARTIN
1979	T G GARELJA	2007	C J HARRIS	1976	C JEFFERIES	2013	B LEE	1990	G P MARTINOVICH
1985	W J GIANOTTI	1969	H G HARRIS	2017	B JELICICH	2004	M D LEE	2011	A G MASON
1970	N H GIBBONS	1954	B HARRISON	2006	D N JENKINS	1968	M J LESLIE	2009	G P MASON
1972	N P GIBBONS	1963	K HARRISON	1985	B JOHNSON	2019	P J LEWIS	2009	S H MATHEWS
1965	M K GLENN	1989	J B HART	2013	C JOHNSON	2017	G LIEFTING	1983	S A MATTHEWS
1998	D V GOLDSWORTHY	1981	P J HASLAM	2014	GA JOHNSON	2014	W LIGHTBOURNE	2013	D A MATUSCHKA
1991	M J GOLDSWORTHY	2004	GA HEASLIP	2013	M JOHNSON	1994	BY LIM	1990	T G MAXWELL
1991	MF GOLDSWORTHY	2005	M P HECK	1987	R C JOHNSON	1977	JS LIPA	2013	P J MAY
1998	N R GORDON	1989	B A HEDGER	2013	T JOHNSON	2017	M LITTLE	1993	R G MCAULEY
1989	A GORYL	1969	J HEIGHWAY	2019	G JONES	2018	M D J LITTLE	2009	R J H MCCARTHY
2019	T GRANT	1994	G R HENLEY	1989	J J JONES	2017	S LITTLE	2013	D M MCCASLIN
1976	R J GRAY	1995	A G HERLIHY	1967	P R JONES	1979	M B LLOYD	1985	G J MCCLINTOCK
2006	A S GRAYLING	1995	S HERLIHY	1989	L C JURY	2017	N LLOYD	2000	B M MCDONALD
1983	B R GREEN	2003	I M HERON	1975	G J KEEGAN	2018	J LOCHEAD	2016	B J MCGEACHIE

2015	R	MCGLYNN	2018	P J	MULLINS	1972	S B	PHILLIPS	2012	G A	RYAN	2012	C	SMITH
1986	D H	MCILRAITH	2017	I	MUNRO	2018	R W	PILKINGTON	1997	J F	SADLER	1999	D J	SMITH
1984	A J	MCINTOSH	1988	C H	MURRAY	2005	B J	PLANT	1983	R G	SADLER	1989	D J	SMITH
1969	V C	MCISAAC	1965	P W	MUSSON	2005	S R	PLANT	1993	M F	SAMPSON	2019	M	SMITH
2011	K D	MCKAY	1984	G C	MYLES	2017	K M	POLLOCK	2018	A	SCHATZDORFER	1995	P H B	SMITH
2000	J	MCKEARNEY	1968	A G	NADEN	2018	A M	POWELL	2017	C	SCHNEIDER	1996	P W	SMITH
2001	M	MCKENDRY	2016	A R	NADEN	1980	R F	POWELL	1966	W H	SCOLTOCK	1983	R M	SOUTHEY
1985	K J	MCKERROW	2011	D T	NEAL	2007	A	PRATT	2017	A	SCOTT	1980	B	SPARROW
1998	A N	MCLELLAN	2003	B W	NEBEN	2001	B	PURDON	1965	B J	SCOTT	1989	J F	STEINER
2013	K	MCLEOD	2006	B	NEEDHAM	2014	K	PURDON	1986	J S	SCOTT	2004	I E	STEWART
2013	M	MCLEOD	1997	K F	NEVILLE	1984	R C	PURDON	2015	J A	SCREEN	1975	R I J	STEWART
1987	B D	MCMATH	1997	M	NG	1976	L K	PYE	2003	P S	SCREEN	1994	G	STOCKMAN
1986	G W	MCMURTRIE	1981	A H	NICOLSON	2001	R J	PYKE	2015	T C	SCREEN	1981	S J	STOCKMAN
1972	J I	MCRAE	1972	M J	NIEPER	1977	T A	QUINN	2017	H D	SEFONTE	1992	EC	STORCK
1972	J H	MCRAE	1984	J V	NIGRO	2001	G J	RACK	1964	M J	SELWYN	2006	C E	STRAWBRIDGE
1978	A S	MEADOWS	2016	G J	NOAKES	2015	G L	READ	2005	G	SHAND	1984	J F	STREET
1980	B	MEALE	1984	M R	NOTMAN	1993	M R	REEVE	2013	C	SHAW	2017	L	STREET
1981	D	MEDCALFE	1979	H G	O'DONNELL	2016	T	REID	2013	CAM	SHAW	2005	C	STUART
1998	F D	MENDE	1968	W	OLIVER	2001	J	REYNOLDS	1988	E T	SHAW	2010	T E	STUCKEY
1981	N J	MEREDITH	2014	F	OUGHTON	2002	M A	RINGROSE	1988	I G	SHAW	1984	M A	SUMICH
2015	I	MIDDLETON	1975	L J	OUGHTON	2012	R A	RITCHIE	2013	R B	SHAW	1973	G	SYKES
1980	J	MILLAR	2017	S V	OUGHTON	1963	C J	ROBERTS	1992	G D	SHEARING	1976	M G	TANSLEY
2006	I A	MILLER	1988	S W	OUTTRIM	1967	G D	ROBERTSON	2017	C	SHEEHAN	1984	S P	TAPPER
1999	G D	MILLIER	1984	W H	OUTTRIM	1976	G I	ROBERTSON	2017	D T	SHEEHAN	1986	B H	TARRY
2015	B K	MILWARD	2018	D	PALMER	1964	M	ROBERTSON	1965	S H	SHEW	2016	A	TAYLOR
1962	J A	MOFFIT	1984	A J	PARKER	1967	G A	ROBINSON	1997	H J	SHIU	1977	B E	TAYLOR
2011	J	MOHANAKRISHNAN	2014	P R A	PARKER	1982	P A	ROBINSON	1980	D E	SHORTER	2005	B N	TAYLOR
2019	C	MONTAGNA	1998	A R	PARKINSON	1997	W A	ROBINSON	2004	D J	SHORTER	2013	D	TAYLOR
2003	D G	MOORE	2004	L A	PARRIS	2019	J	ROGERS	1973	C R	SIMICH	2016	J	TAYLOR
2007	F R	MOORE	1999	R	PATON	1979	M	ROGERS	1999	R J	SISSONS	2005	J	TAYLOR
1988	T	MOORE	1960	K G	PAUL	2009	G A	ROGERSON	1994	C D S	SIXTON	2010	T	TAYLOR
2005	K I	MORRIS	2017	G N	PEART	1992	J G	ROSS	1990	D H	SIXTON	1989	G R	THOMAS
1993	P R	MORRON	1966	W R	PENGELLY	1965	G F	ROUSE	1977	K D	SKINNER	2013	S	THOMPSON
1990	GG	MRKUSICH	2001	A	PENNEY	1995	C M	ROWE	1977	M B	SKINNER	2017	N R	TILSLEY
1953	Z D	MRKUSICH	1975	L D	PETTIFER	2005	C	RUPP	2018	D H	SLATER	1982	F	TONG



1972	G F TOOMAN	1985	B R WHITING
2011	F TRAPSKI	2007	O R WHYTE
1988	M TREADAWAY	2003	W G WHYTE
1995	R TREVENEN	2013	G WILLIAMS
1976	V TRILLO	1984	B J WILLIAMSON
1995	D M TURNER	1967	A L WILLY
2017	P TURNER	1984	J R WILSON
2015	LA VALENTINE	2018	L M WILSON
2015	W J VALENTINE	2013	W L WILSON
2018	M VEACOCK	1968	K A WOOLLAMS
2011	W G VERRENKAMP	1991	G M WOOLSTON
1985	S VIDOVICH	1977	M G WRIGLEY
2017	T R VINCE	1994	J YARDLEY
2004	P J WACKROW	1986	L M YEE
1979	R WAIDE	1965	R C YEE
2015	D WALKER	1965	V S YEE
1977	T N WALKER	1997	K T L YONG
2007	A WAPP	2013	D H YOUNG
2007	D WAPP	2003	K Q YOUNG
2008	K WARNEFORD	1984	R YOUNG
1960	P WARNOCK	1969	R L ZALOUM
1975	S W WATERS		
1969	R J WATT		
2017	D W WATTS		
2017	L E WATTS		
2018	J A K WAYMOUTH		
2015	L J WEAVER		
2010	J D WEBSTER		
2011	P V WELLS		
2009	M R WERNER		
1975	M J WETHERILL		
1990	R J WETHERILL		
1998	G A WHARFE		
2017	B WHITE		
2017	D WHITE		



Kalesita AHIO • Moroni AKAITI • Ellie AL-BEESHI • Mark ALLAN • Maylani ALOAINA • Michelle ALVES • Eolo AMADIO • Warsa ANAND • Katha ANGERER • Stewart ASHWORTH • Mukesh BABU • Babu BALA • Sophie BARCLAY • Julian BARR • Kayla-Leigh BARROW • Lance BAXTER • Graham BAYLEY • Robbie BEHRNS • Mary BERNTSEN • Ketaki BHAVE-KHOTKAR • Ankit BHOWMICK • Daniel BLAKEMORE • Kelly BLAKEMORE • Kimberley BLAKEMORE • Joshua BOYCE • Tim BROSAN • Teri BUCKWELL • Ola BURGESS • Stephanie CAMPBELL • Nani CAQETA • Waqa CAQETA • Joanne CAQETA • Czarina CARTAILLER • David CAVE • Atul CHANDRA • Rhea CHANDRA • Riddhi CHANDRA • Sophorn CHAO • Thomas CHAPMAN • Elizabeth CHENG • Celia CHUA • Marcus COLLINS • Sarah COTE-GRONDIN • Regan COTTER • Kevin CRAMPTON • Maureen CRAWFORD • Tegan CRAWFORD • Pamela CUMMINGS • David CUNNEEN • Sara CURRY • Hugh CUTFIELD • Lenard DACYON • Adele DALTON • Georgia DANFORD • Dan DARVELL • Chris DEEPROSE • Raul DEL CASTILLO • Dominique DOODY • Thunder DOYLE • Nita DRURY • Jenny DUONG • Mahmoud EL CHAMI • Pius EMITIMA-ROBERTSON • Maria FAIMASUI • Christie FAINGA'A • Selafina FAINGIA'A • Don FAJARDO • Salote FALETA • Saloma FALETAU • Kate FILL-WILSON • Lose FINAU • Jonathan FINAU • Mitchell FISSENDEN • Veronica FLOKA • Hiva FONUA • Jared FRASER • John GALLEN • James GAVIN • Raymond GAVIN • Susan GAVIN • Luke GEE • Bella GILMORE • Kylah GLOVER • Mike GOLDSWORTHY • Sam GORDINE • Liv GORDON • Anna GOUGH • Ashi GOYAL • Ada GRACE • Warner GRAY • Aakash GREWAL • Cathy GUBB • Michael GUERIN • Sophia GUNN • Cindy GUO • Ariana HAIKA • Mele HALA • Haofanga HALAFIHI • Dave HAMILTON • Taitlyn HANARA • Xavier HARNETT • Eva-Rae HARRIS • Jonelle HARRIS • Jude HARRIS • Noah HARRIS • Richard HARRIS • Will HARRIS • Alicia HARRISON • Lorraine HARRISON • Joan HART • Sepi HAUNGA • Siu HAVEA • Lou HEA • Penisimani HEMA • Valentina HENAO • Reynold HENKEL • Bruce HEPBURN • Hine HERANGI • Jess HIRINI • Brandon HODGES • Colleen HODGES • Donald HODGES • Opa HOLANI • Brad HOLDEN • Joanne HONEY • Clara HOWARD • Adam HSIAO • Michael HUANG • Sam HUMBY • Graham HUMBY • Todd HUNTER • Olivia HYLAND • Monica INESON • Catrina ISIAH • Dane JEFFERIES • Cole JORDAN • Harsi JUNEJA • Vipul KADAM • Talilotu KAIFA • Quinny KATINAPI • Yota KAWAGUCHI • Jay KEEN • Chris KEI • Andrea KELLY • Tagata KETI • Ty KHUSAL • Maddie KNIGHT • Anthony KOH • Rishi LAD • Mavaitama LAKIETO • Paea LATU • Siva LAVAKA • Vaine LAVAKA • Sal LE MAMEA • Matt LEALOFI MALO • Chelsey LEE • Olivia LEE • Zong LEE • Lara LEIGH • Nive LENE • Jade LEOTA • Carol LI • Nancy LI • Erica LIANG • Shelly LIN • Andy LIN • Grace LLOYD-JONES • Sylvia LORIMER-SLADE • Ruby LOUSIALE • Angela LUCAS • Korena LUCAS • Jacqueline MACLEOD • Ally MAHE • Charlotte MAHE • Sione MAHE • Jireh MALO • Liam MANAGH • Kim MANALO • Teina MARSTERS • Alyce MARSTERS • Lauren MARTIN • Luke MARTIN • Belindah MASHONGANYIKA • Darnelle MATAKENA • Glen MATAUTIA • Penelope MATHEWS • Viliami MAUSA • Charis MCARTHUR • Mel MCCARTHY • Graeme MCCLENNAN • Mitch MCCULLOUGH • Russell MCISAAC • Alex MCKINNON • Joela MCLEAN • Sam MCQUEEN • Victoria MEDINA • Charlene METEKA • Sophie MICHL • Harmony MILLAR • Shofe MIRAZ • Aoife MOLONEY • Glyn MOODY • Brianna MORGAN • Ane MOSS • Soa MO'UNGA • Margaret MUDGWAY • Laura MURRAY • Elias MYCROFT • Josh MYERS • Lesi NABAKEKE • Marcus NAISMITH • Nina NANAI • Sepa NAUFAHU • Tayla NAWISIELSKI • Jack NGUYEN • Sara NICHOLAS • Ella NICHOLS • Allan NICOLSON • Ryan NISBET • Sene NIULEVAEA • Ben NORTON • Sam NOV • Caitlin O'CARROLL • Kharles OCHOA • Siu OFANOA • Mana ONA • Brooke PAINTER • Raevin-Blue PAIRAMA • Ashu PARASHAR • Harsh PARASHAR • Usha PARASHAR • Katherine PARSONS • Pooja PARVATIKAR • Nimi PATEL • Alex PATON • Chris PAUL • Graham PAYNE • Clive PEACHEY • Jason PEAKE • Rusty PEART • Emanuel PESAMINO • Kelly PETERU • Rose PEYROUX • Frank PHELAN • Alina PIPITOLU • Joesie PIPITOLU • Joy PIPITOLU • Nate PITO • Matilda POLONIATI • Olivia POLONIATI JUNIOR • Atelaite POUHA • Peni POUSINI • Anna POVEY • Ryan PRIMROSE • Shane PRIMROSE • Tepola PUAFISI • Kelda RANBY • Monika RANGER • Emma RANKIN • William RAURU • Geovanni REDIDO • Joel REICHARDT • Anna ROBERTS • Josh ROBERTS • Simon ROBERTS • Taylah ROBINSON • Toni ROBINSON • Jack ROSS • Carroll RUKA • Lucy RUSDEN • Maata RUSSO • Ofa RUSSO • Bridin RYAN • Aaron RYDER • Crissy SANDERS • James SANDIYAGO • Vince SANTOS • Julie SAO • Lei SAU • V.J. SAUFOI • Monica SAVELIO • Judith-anne SCHEFFER • Meet SHAH • Nick SHARMA • Cameron SHAW • Alfana SHAZMEEM • Greg SHIRLEY • Betty SIETU • Jade SIMI • Hardeep SINGH • Sukhwinder SINGH • Mary SINISA • Soa SINISA • Andrew SITHOLE • Adam SIVEWRIGHT • Emily SIVEWRIGHT • Andy SKILLING • Shenade SMITH • Ma SOONALOLE • Rachael SPOONER • Chris START • Ella STEPHENS • Ian STEWART • Joe SU'A • Alana SULLIVAN • Maureen SUNNEX • Pou TAHITU'A • Adam TAHU • Ashleigh TAHU • Nan TAHU • Shanika TAHU • Courtney TAIHIA • Lance TAIWHANGA • Maria TAMIANO • Bailey TANG • Dominic TANG • John TANGI • Ron TAPARA • Liva TAPUELUELU • Malia TAPUELUELU • Lua TATAFU • Ane TATAFU • Inoke TATAFU • Rose TAUKOLO • Sipa TEISI • Ray TELEA • Benjamin THOMAS • Wayne THOMAS • Jenelle THOMSON • Rebecca THOMSON • Henry TIGAFUA • Viliami TONGA • Ross TRAIL • Ellie TUAKE BLANDFORD • Lia TUIMALATU • Manu TUPOU • Pau UHATAFE • Reida ULUTOA • Leiola VAI • Jane VANISI • Shania VANISI • Kate VAUTIER • Lesieli VEA • Sofia VEIMAU • Litia VILA • Justine VILI • Roxanne VISSER • Davina WALLA • Kim WALSH • Aijie WANG • Byron WARING • Sara WASSELL-WAA • Selena WASSELL-WAA • Ron WELLER • Kerry WESTON • Philip WHITCOMBE • Jessica WHITE • Nick WHITLOCK • Ryan WILKINSON • Steven WILKINSON • Joshua WILLIAMSON • Alan WILLY • Cliff WILSON • Shirley WILSON • Sophie WILTSHIRE • Mark WONG • Graeme WOOD • Devon YI

