

**Western Australian
Greyhound Racing
Association**

2004-2005
ANNUAL REPORT



9 November 2005

Cannington Mandurah Northam
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Hon. Mark McGowan, B.A., LL.B., MLA
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Dear Minister,

On behalf of the WAGRA Management Committee I have pleasure in submitting for your information and presentation to Parliament the Annual Report for the Western Australian Greyhound Racing Association for the year ended 31 July 2005.

The Annual Report has been prepared in accordance with the provisions of the Financial Administration and Audit Act 1985 and provides an overview of the Association's operations.

The report also summarises the organisation's functions, activities and objectives, and includes the opinions of the Auditor General on the controls, financial statements and key performance indicators.

Eight hard copies of the report are provided as requested, with six copies being made available for presentation to Parliament and the remaining two made available for your office's reference.

In addition, an electronic version of WAGRA's Annual Report has been emailed to the Department of Premier and Cabinet for relay to its Parliamentary Services Branch.

Yours sincerely,

David Simonette
Chief Executive Officer



Greyhounds WA

It's a big night out

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CANNINGTON 6107
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Charter

The Western Australian Greyhound Racing Association (WAGRA) is established under the provisions of the Western Australian Greyhound Racing Association Act 1981 and is a body corporate.

With the inception of controlling authority Racing & Wagering Western Australia (RWWA) and for the purpose of its role in the State's racing industry, WAGRA assumes the status as "designated greyhound racing club".

The functions of WAGRA are to:

- Provide for the optimum level of facilities as well as racing and trialling opportunities for the club's industry participants.
- Consult with the controlling authority on all issues relative to greyhound racing inclusive of the racing programme and the review of stakemoney levels.
- Provide an optimum level of facilities for the club's oncourse patrons.
- Exercise and discharge such powers, functions and duties as are conferred on the WAGRA by this Act or any other Act.

Mission Statement

WAGRA's stated mission is to:

- Achieve sustainable profit to invest in the development of greyhound racing facilities in Western Australia.
- Be affordable and accessible for industry participants, patrons and members.
- Provide an exciting entertainment product.

WAGRA's present tasks are to:

- Ensure the operation and development of Greyhounds WA venues are recognised as premier racing facilities within Australia.
- Raise the profile of the sport and the industry.
- Provide convenience and comfort to patrons.
- Focus on the delivery of quality service and standards to both internal and external customers.
- Maximise sustainable growth in returns from the RWWA Distribution, food & beverage sales and oncourse wagering and gaming operations.
- Explore and develop additional revenue streams.

WAGRA Committee

Management of WAGRA is vested in a Committee of five members appointed by the Governor on the nomination of the Minister for Racing and Gaming.

Functions, duties and powers of the Committee are set out in Part III, Sections 9 - 15, of the *Western Australian Greyhound Racing Association Act 1981*.

As at 31 July 2005 WAGRA's Committee comprised the following Members:



CHAIRMAN

Patricia Tassell

Managing Director

Appointed to the WAGRA Committee 31 August 2004 (Chairman from 28 April 2005) for a term expiring 31 December 2006.



DEPUTY CHAIRMAN

Ray Whitby

Semi-retired/Importer

Appointed to the WAGRA Committee 27 April 2004 (Deputy Chairman from 21 August 2004) for a term expiring 31 December 2006.



COMMITTEE MEMBER

Margaret Choules

Long-term greyhound industry participant.

Appointed to the WAGRA Committee June 2003 for a term expiring 1 June 2006.



COMMITTEE MEMBER

Michael Penson

Accountant

Appointed to the WAGRA Committee 28 April 2005 for a term expiring 31 December 2007.



COMMITTEE MEMBER

Tony Glenny

Long-term greyhound industry participant.

Appointed to the WAGRA Committee 1 June 2005 for a term expiring 31 December 2007. (Replaced Mr Fred Maller).



COMMITTEE MEMBER

Fred Maller

Long-term greyhound industry participant.

Appointed to the WAGRA Committee 2 June 2002 for a term expiring May 2005.

Aims & Objectives

- In consultation with RWWA, develop and implement strategies to ensure the long-term growth and continued success of greyhound racing in Western Australia.
- Provide and maintain an efficient administration to service and support the needs of participants within greyhound racing and the general public.
- Ensure appropriate mechanisms are in place and forums established to allow input into the club's conduct of greyhound racing.
- Provide a range of services and facilities for the benefit of industry participants and the general public.
- Provide training for all WAGRA personnel to ensure continuously improving delivery of customer service.



*SUN HERO winning the Group 1 Be Active Perth Cup at Cannington 16 April 2005
SUN HERO is trained in Victoria by Andrea Dailly*

Chairman's Report

As Chairman of the Western Australian Greyhound Racing Association it is my pleasure to report on the performance of the Association for the year ended 31 July 2005.

My appointment as a Member of the WAGRA Committee was made in unfortunate circumstances after the deaths of Chairman Michael Golding and his Deputy John Hughes. Committee Member Ray Whitby was appointed Deputy Chairman and he guided the Committee until my appointment as Chairman in April 2005. I wish to thank Ray for taking over the leadership role of the organisation at that difficult time.

Michael Golding and John Hughes left the Greyhounds in capable hands and I believe the new committee and management team have the necessary skills and foresight to promote and grow the industry into the future.

The successful staging of the ChoiceOne National Championships in September 2004 was a ready example of an organisation and industry that is in good shape. The week was hosted at the Burswood International Resort and reports from interstate delegates who attended Nationals Week confirm that "No-one does it better than WA".

The Annual General Meeting of the national greyhound racing club body, the Australian Greyhound Racing Association (AGRA) was held during the week of the championships. WAGRA Committee Member Fred Maller took on the 12 month role of AGRA President at the time in the absence of a Chairman or Deputy Chairman. A CEOs' meeting and Hall of Fame Dinner was also convened by AGRA at that time and Greyhounds Australasia (GA) hosted its annual conference of greyhound controlling authorities and held a joint meeting with AGRA delegates.

During the Hall of Fame Dinner past champion greyhounds NATIONAL LASS and WINIFRED BALE were inducted into the ranks of greyhounds racing's acknowledged stars. The itinerary for the championships culminated with an exciting night at Cannington Central when NSW achieved a rare double victory with IN FOR LIFE winning the ChoiceOne Sprint Championship and CLASSY CUSTOMER winning the Distance Final. The week provided a national focus on Cannington and gave further credence to the Western Australian industry's widely held reputation for professionalism and friendliness.

From an administrative perspective the WAGRA of 2004/05 is quite different to the organisation which existed before the formation of RWWA. Whilst WAGRA retains much of its original charter it no longer has the sole responsibility for the control of greyhound racing in the state. Many of the decisions faced by previous WAGRA Boards and Committees are now outside our domain. This is especially true in the areas of regulation and control, grading and licensing which moved to RWWA.

Our primary focus is to maximise the growth of the industry. Our goals have shifted in emphasis towards achieving effective event management and providing the best possible racing and entertainment venues for our stakeholders. The staging of racing-related events is a huge undertaking in itself and during the year 270 race meetings and more than 250 public trial opportunities have been conducted across our three venues.

In this changed environment it goes without saying that it is essential for our business to ensure that we develop the best possible relationship with RWWA. I have already experienced the support that RWWA staff are prepared to offer us and I sincerely thank RWWA Chairman Ross Bowe and his Board, Chief Executive Officer Ray

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Bennett, Senior Racing Executives Ken Norquay and Mark Bottcher and all of the RWWA staff for their considerable commitment to WAGRA.

I believe that it is only with RWWA's on-going commitment to WAGRA that greyhound racing's market share of TAB investments will continue to produce positive outcomes. Our 23% share of total turnover is in itself testament that our product is relevant in the current betting environment and is a key factor in the overall performance of the WA TAB.

RWWA is also to be congratulated on the achievement of record turnover and levels of distribution to the codes during 2004/05. I am looking forward to a further boost in turnover as a result of the decision to merge the SuperTAB with NSW TAB in the near future.

The Gallop Government too continues to be a key player in the whole racing industry. Their commitment over the next four years to upgrading infrastructure and their decision to lessen the take-out from betting turnover tax is acknowledged and warmly applauded. The Association will benefit from higher distributions for club purposes and greyhound breeders, owners and trainers will enjoy record stake money levels as a result of the further \$1.8 million committed to stakeholder returns. Participant satisfaction and confidence is evident and will I believe lead to further investment and re-investment in the industry.

I would like to sincerely thank the Minister for Racing and Gaming, the Hon Mark McGowan BA, LL.B, MLA and his colleague, our former Minister, the Hon Nick Griffiths, LL.B, MLC for their contribution to the Association and their continued support. I also acknowledge the Director General of the Department of Racing, Gaming and Liquor, Barry Sargeant and his staff for their ongoing advice, support and guidance.

The contribution made by members of the WAGRA Consultative Committee, the West Australian Greyhounds Breeders, Owners and Trainers' Association and the Avon Valley Greyhound Racing Association is a major imperative in the ongoing growth and development of the industry. I acknowledge and thank all members who give of their time freely to ensure that their racing environment is continually enhanced.

My thanks too are extended to all of our sponsors who continue to support the industry and I look forward to a positive ongoing relationship during the coming year.

Finally, I wish to acknowledge my committee colleagues for their efforts throughout the year; the fantastic management team who are working pro-actively to maximise the potential of the Association for all stakeholders; and to all staff who have committed themselves wholeheartedly to the betterment of the industry through the year.

I believe the future of the industry is exciting. I look forward to the opening of the new Mandurah track and to working with my Committee, all staff and owners and trainers to showcase our industry into the future.

PATRICIA TASSELL
Chairman

CEO's Report

Let me first say how proud I am to be back at the Western Australian Greyhound Racing Association and to work with such a committed team of Committee members, managers and staff. My appointment to the position of WAGRA CEO in April 2005 is the highlight of my 31 year involvement with greyhound racing in WA.

The financial year 2004/2005 has been an eventful time for both WAGRA and the WA Greyhound industry.

In May 2005, the decision to implement changes to the normal racing week to enable Sky Channel to televise product from Cannington on a Wednesday night has borne very good results.

Currently a little over one-third of WA greyhound race meetings are covered by Sky Channel and, as a proven driver of turnover, WAGRA is hopeful that further opportunities will be presented next year.

Both on and off-course betting turnovers are pleasing and showing sustained upward trends.

Mandurah has also benefited from the shift to Thursday night racing (from Tuesday) with strong betting and on-course patronage.

At Cannington a number of special events throughout the year produced significant financial and reputational benefits for the industry. These included race meetings with a charity focus such as the Western Shootout, Appealathon and Tsunami relief.

From a Sales & Marketing perspective we have restructured our operations, actively seeking patrons for our restaurant, off-raceday catering, corporate support and sponsorship.

We have also moved from using an outside Marketing consultant to employing a full-time graphic design resource within the Marketing Department with the aim of improving the quality and presentation of all corporate material. WAGRA has also started the process of reviewing its corporate branding and image with the aim of lifting its profile and changing some existing negative perceptions of the greyhound industry which impact on business.

I am excited by the prospect of racing at the redeveloped Mandurah venue within the next season. Currently the new state-of-the-art kennel block is all but ready and will be operational by early December 2005. Earthworks for the new 603m circumference track is 70% finished and now awaits track installer Brian Barrington's visit in early 2006 for its completion. The track, which is being built around the existing circuit, will feature the main starting distances of 300m, 400m and 500m and a stayers journey between 640m and 700m will be addressed once Brian Barrington returns.

The project will see the demolition of the existing track and kennels to allow for the new kennel block, vets and stewards room, semaphore board, stir-up mound, undercover wash bays, trainers' car park, entrance, and associated roads and paths. The upper level grandstand will be extended to accommodate a new judge's box, commentary area, lure driver's room, camera and chief steward's position.

The redevelopment work at Mandurah is complemented by the progress of nearby St David's Estate which will provide accommodation and training facilities for 22

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breeders and trainers by the completion of Stage One. WAGRA has agreed to sign the lease for a small parcel of land upon which a straight slipping-track will be constructed to further aid in the exercising of greyhounds. St David's will become increasingly important to the future of the industry which has for many years struggled to establish permanent land areas set aside for the purpose of keeping greyhounds. I would like to express my gratitude to the Shire of Murray for continuing to support greyhound racing and its participants.

WAGRA needs to remain conscious of commercial realities in all areas, including Sponsorship, Food & Beverage, and the Print Shop and over the next 12 months we will continue to re-align our business operations to achieve these efficiencies.

In the next 12 months the question of Cannington's tenure will be addressed, with the result of the 2006 rent review largely determining whether WAGRA can afford to stay in its present location.

WAGRA has been active with landlord Canning Agricultural, Horticultural and Recreational Society (CAHRS), in discussions about the future – dialogue which is considered very important by both parties.

We also look forward to seeing the results of work being conducted by the City of Canning to enable WAGRA to remain at the present venue whilst still providing CAHRS with a more than satisfactory return on their investment.

I thank the WAGRA Committee for their support and guidance, and Managers and staff for their endeavours throughout the last 12 months.

My thanks also to the dedicated team of volunteers who help the Northam race days run so smoothly.

Last, but by no means least, my particular thanks to the trainers for their hard work in presenting greyhounds for racing no matter how difficult the circumstances or inclement the weather.

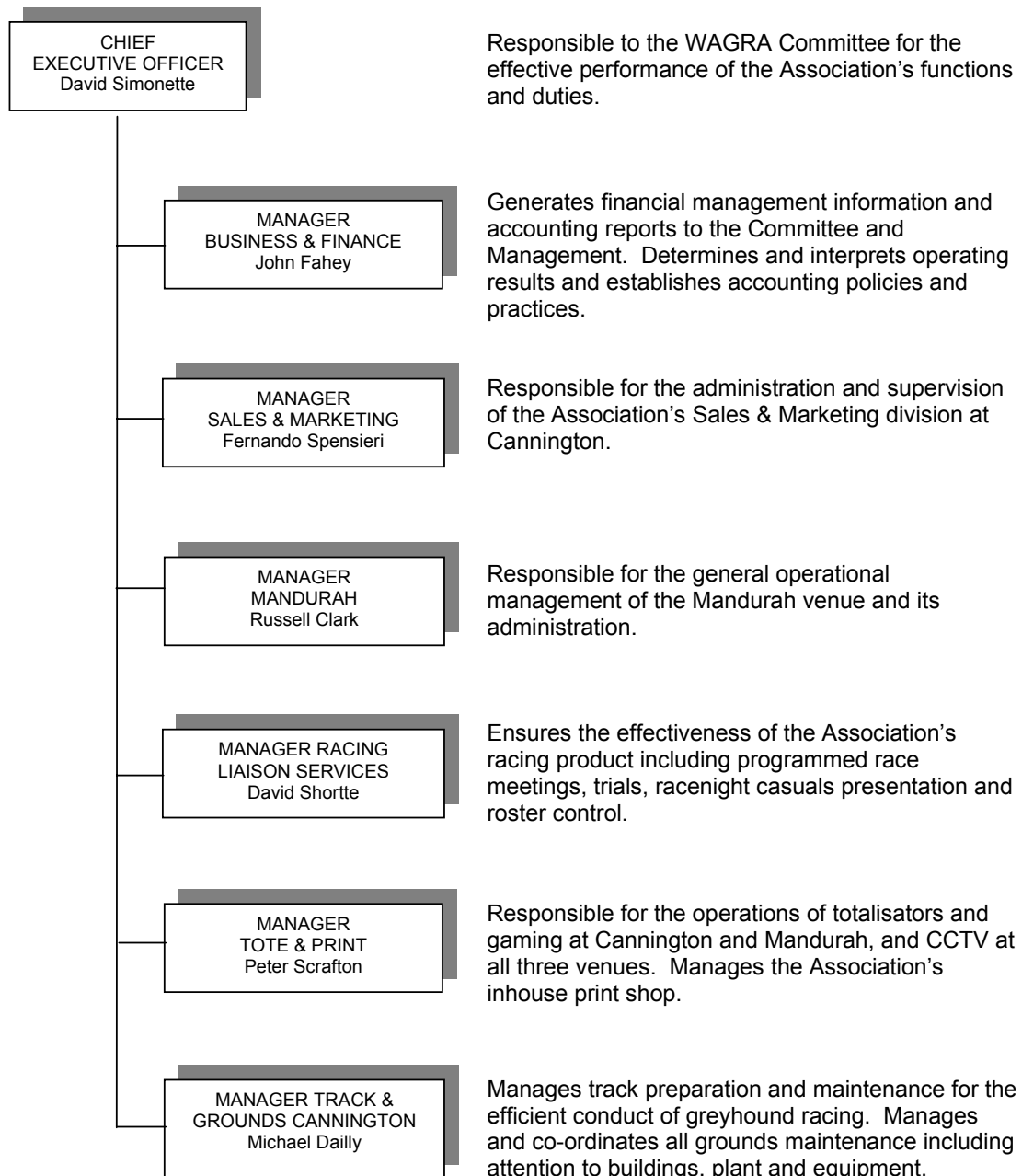
I am confident there are exciting and prosperous times ahead for all to share.

DAVID SIMONETTE
Chief Executive Officer



Functional Statements of Senior Officers

Senior Officers



Review of Operations

Racing Operations

2004/05 was a year to remember for greyhound racing in WA highlighted by the commencement of the redevelopment of the track at Mandurah, and the staging of the 2004 ChoiceOne Nationals at Cannington.

Initiatives from the Racing Operations team implemented or maintained in 2004/05 included:

- Extension of Cannington Trainers' Car Park to allow more room for trailers and motor vehicles.
- The addition of extra Quaddies with all five WA chasing meetings each week now operating with a Quaddie on the program.
- Permanent Co-Host role on *Track Talk* (Racing Radio 1206's Breakfast Program) on a Thursday morning between 6.30am and 8.30 am. This valuable airtime allows WAGRA to present their views and promote greyhound racing to the substantial audience.
- Six day a week segment on *Track Talk* promoting chasing from all three WA greyhound venues.
- The introduction of the exclusive WAGRA Ratings for all five race meetings each week, which appear in *TABform* as well as *The West Australian Racing Liftout* when room permits.
- The *Be Active* Perth Cup and Galaxy Interstate Runners Fact File which was used in *The West Australian* to promote both series as well as by media outlets wanting to cover the Autumn Chasing Carnival. This guide was also distributed on course to encourage turnover.
- The weekly greyhound program *Greyhound Gossip* continued on Racing Radio on a Thursday evening, a two hour show hosted by Peter O'Neill dedicated to WA greyhound racing.
- Industry Cards were distributed to all registered persons providing them with free entry to all local greyhound meetings.
- The introduction in June 2005 of a late mail and interview service from Cannington for our Saturday night Sky Channel coverage, allowing us to showcase our industry members and in the process encourage turnover on our product.
- Bibs purchased by WAGRA to be used in place of the handlers' coats when the weather is too hot.
- The introduction of a weekly segment in the Monday morning *The West Australian* racing section looking at Who To Follow, the Hard Luck Story and the Sin Bin from the week's chasing. This segment is tied to the thoroughbred and harness equivalents.
- Weekly previews of Cannington Saturday night programs by David Shortte included in the *TABform* and *The West Australian Racing Liftout* (when space permits) as well as on the WAGRA website.
- *The Woofer* continued to be produced every fortnight, giving the local industry free advertising for anything greyhound related. The Woofer is then distributed to the three WA chasing venues as well as on the website.
- The development of Tipsters Polls at Cannington, Mandurah and Northam for the Saturday, Friday and Tuesday programs. This information is produced and distributed to TABs, as well as on-course in an attempt to give punters some educated assistance when looking for a winner.
- Revamp of *Kennel Notes*.

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- Move to a 13 race programme at Mandurah on Friday nights.
- Review of Public Trials at Cannington and change of ticketing procedure.
- Introduction of combined pools with VicTAB for all WA races telecast on Sky Channel commencing March 2005.
- Continued support of the WESTERN FRONT promotion, which has seen events such as Channel Ten News broadcast live from Cannington, highlights of WESTERN FRONT's races on national broadcasts, Western Shootout etc. Greyhound articles and input to the RWWA bi-monthly magazine *Racing Ahead* WA.
- Free entry to Wednesday Cannington race meetings from 1 June 2005.
- Change of race and trial days effective May 2005.

2004 ChoiceOne National Series

Saturday September 4 was a memorable evening for WAGRA with the 2004 ChoiceOne Nationals conducted from Cannington. The event was billed as "The West versus The Rest" and some of Australia's best chasers flew into Perth along with delegates from all over the country.

As is the case for National championships there were a number of conferences as well as special events conducted in the week leading up to the sprint and distance finals including a Welcome Dinner, Hall of Fame Dinner, Golf Day, Day at the Races, and visit to Mandurah for the Friday night race meeting.

Prior to the Distance final, all of the hype surrounded NSW stayer CLASSY CUSTOMER after winning his state final in dominant fashion. CLASSY CUSTOMER's trainer Jason Mackay would not hear of his greyhound being beaten in the lead-up to the event and his confidence proved to be well founded. The son of TOKEN PRINCE and CLASSY CLARA made a one-act affair of the final beating Queensland representative TEXAN BEAUTY by more than six lengths in 42.31 seconds. WA's representatives AWAY OUT BLUE and BIGBAD LINA finished fourth and sixth respectively.

The Sprint final completed the double for NSW when the Jodie Gilbert trained IN FOR LIFE defeated South Australian GIVE ME DOSH by a neck in what was a thrilling finish. WA's representatives TOKEN ROYALE and AL'S PLACE had no luck and were unplaced.

WAGRA Consultative Committee

The Consultative Committee provides industry input on issues important to the conduct and promotion of greyhound racing in Western Australia. As at 31 July 2005 the Consultative Committee comprised:

Mr Allen Kinnish	(WAGBOTA representative)
Mr Chris Godfrey	(AVGRA representative)
Mr Dean Starkie	(representing other licensees)
Mrs Daryl Neilsen	(representing Mandurah and the South West)
Mr Michael Pollard	(WAGRA members representative)

Former board member Dr Peter Thomas (primary oncourse veterinary surgeon), attends meetings where necessary to advise on Veterinary matters and RWWA Racing Manager Mark Bottcher also attends when required.

It has once again been an informative year on the Consultative Committee with industry issues from all levels discussed and many matters being addressed.

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The forum continues to provide members with an opportunity to express points of view on a range of industry related matters to WAGRA Management and officials.

RWWA Grading Review Panel

RWWA's Grading Review Panel comprises:

Mark Bottcher	RWWA
Tyrone Alberti	RWWA
David Shortte	WAGRA
Tony Glenney	Industry representative
Dean Starkie	Industry representative

Racing Summary

The 2004/05 season saw some outstanding performances on the track as well as a hugely successful Autumn Chasing Carnival.

The Andrea Dailly-trained SUN HERO created history by becoming the first greyhound to win a *Be Active* Perth Cup from Box 5. The Victorian sprinter had already won the Group 2 WA Derby and run third in the National Sprint final at Cannington so it was no surprise to see him salute in the \$100,000 to-the-winner event.

New South Wales stayer BEST QUOTED made it a clean sweep for Box 5 on Cup night handing in a strong run to salute in the Group 2 Galaxy over 715m for trainer John Mooney.

Other greyhounds to figure prominently during the Carnival were:

ENDLESS PIT	Interstate Stayers Challenge (Group 3)
TREWLY SPECIAL	Interstate Challenge (Group 3)
PAYBACK FIRE	Perth Cup Consolation (Group 3)
ESTELLA	WA Oaks (Group 2)
MAGIC TRANCE	WA Derby (Group 2)

The last meeting for 2004 took place at Cannington on New Year's Eve and the meeting brought to a close the competitions for each of the three tracks. The award winners were acknowledged at the Industry Awards Night function at WAGRA Cannington on Sunday 6 February 2005:

Cannington 2004

Cannington Trainer Of The Year:	Linda Britton
Cannington Track Star Of The Year:	RAY RELTUB
Cannington Owner Of The Year:	Kon Kola Racing Australia Syndicate/ Lexia Isaac & Mick Pollard
Leading W.A. Stud Dog – Cannington:	SPRINGBOK BALE
Leading W.A. Dam – Cannington:	YO YO STYLE

Mandurah 2004

Mandurah Trainer Of The Year:	Lexia Isaac
Mandurah Track Star Of The Year:	REGGEKATE
Mandurah Owner Of The Year:	Lexia Isaac & Mick Pollard
Leading W.A. Stud Dog – Mandurah:	MATTHEW
Leading W.A. Dam – Mandurah:	GOLDIE'S ANGEL

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Northam 2004

Northam Trainer Of The Year:	Linda Britton
Northam Track Star Of The Year:	SHADES AGLOW
Northam Owner Of The Year:	Barry Thompson
Leading W.A. Stud Dog – Northam:	WILDWEST WARRIOR
Leading W.A. Dam – Northam:	GOLDIE'S ANGEL

RWWA 2004 Schweppes Greyhound Of The Year

Greyhound Of The Year:	TOKEN ROYALE
Gerry O'Keefe Achievement:	Lisa Minutillo
RWWA Leading Trainer:	Linda Britton
Outstanding Media Coverage:	Tim Gossage

Monthly Award Winners:

January:	BALLISTIC ROSE
February:	BALLY HAIGE
March:	WINTER
April:	RAY RELTUB
May:	BLOCKER STANLEY
June:	RAY RELTUB
July:	BLOCKER STANLEY
August:	TOKEN ROYALE
September:	CAZZANOAKE
October:	BLOCKER STANLEY
November:	TOKEN ROYALE
December:	MY ROCKY

Northam Summary

The AVGRA had a successful racing season in 2004/05 highlighted by the running of the dual trot-greyhound meeting, and the 2004 *Be Active* Anniversary Cup won by the John Carmody trained AWAY OUT BLUE.

The year of 2004/05 has seen the club continue to perform well in the Tuesday afternoon timeslot with offcourse turnover consistently in excess of \$100,000.

The introduction of a Quaddie for the Northam program added another option for punters wagering on the program.

As has been the case for the past couple of seasons, the nominations for the Northam meetings remained healthy with full fields the norm. The Northam Trainers Incentive Scheme continues to be popular with a number of sizeable jackpots won throughout the year.

The AVGRA Committee as at 31 July 2005:

President:	Brian Banes
Vice President:	Bill Choules
Deputy Vice President:	Jack Van de Werve
Secretary/Treasurer:	Dale Van de Werve
Committee Members:	Neil Smith, Sam Celenza, Murray Stewart, Maureen Hunter, Mark Claxton, Brett Bennison, Chris Godfrey and Rod Price.

Mandurah Operations

Strong growth was again recorded at the Mandurah venue of WAGRA.

Food & Beverage revenue and net profit, attendance as well as associated oncourse turnover all recorded improvements on the previous period.

We were very pleased by a record turnover of \$302,359 on Friday 1 October, the first occasion the \$300,000 benchmark has been surpassed. The previous highest was \$290,741 on 27 August 2004 soon after the commencement of the Friday 13-race programme.

Sponsorship relationships were enjoyed with:

Be Active
Schweppes
Peters Brownes
Swan Brewery
Cost Plus
Devlin's Electrical Service
Farnham Signs
Coastal Times
Peel Paint Supplies
Mandurah Holden
St David's Estate
Summit Realty
Southcorp Wines
Jim Morgan's Mower City
Silver Sands Timeshare Resort
BodyPower Health & Fitness

Mandurah Redevelopment

The redevelopment of the Mandurah venue was the key project of 2004/05.

December saw the first earth moved as work on the new entrance road commenced.

In January the excavation of land to the eastern end of the venue began in preparation for the laying of the pad for the new kennel block. Prefabricated steel uprights ensured that the outer shell of the building was soon completed as the internal fitting out began.

When completed the venue will boast:

- A new kennel building housing 16 kennel bays (including vet's, swab, and stewards' bays) and change rooms.
- Two new entrances to the venue as well as new car parking facilities.
- A 603 metre track with all new starting boxes and track lighting
- New judges, race caller and stewards tower in the existing grandstand
- A new semaphore board and timing system.

By the close of the financial year 70% of earthworks for the formation of the new track had been completed, whilst the kennels were a matter of weeks from opening.

Completion of the project is expected by May 2006 which promises to deliver one of the best, if not the best, racetracks in the southern hemisphere.

Sales and Marketing

Year 2004/05 saw considerable change within the Sales & Marketing area in terms of structure and direction.

To commence the year under review, August 2004 focused on the organisational requirements of hosting the ChoiceOne Nationals; the series last hosted in Perth in 1998.

The logistics of putting together Nationals Week was a testing but enjoyable exercise with the results an adequate compensation for long days from the Marketing team.

On the evening of the ChoiceOne Nationals we had a variety of entertainment to complement action on the track which was well-received judging from comments received from interstate delegates.

Attendance on Finals Night was well up on the 1998 Nationals, as was oncourse tote turnover.

Again, Christmas and New Year's Eve proved popular with restaurant attendances and oncourse turnover throughout this period being the highest over the past five years.

An opportunity arose at the end of the year to reshape the Marketing & Promotions Department to improve efficiency by involving a newly appointed sales position to assist in obtaining sponsorships, food and beverage sales and better oncourse attendances. The Sales & Marketing function was split by venue: Cannington (managed by Fernando Spensieri) and Mandurah (managed by Russell Clark).

As a major strategy to increase the value for money and also build on our "Big Night Out" concept at WAGRA, theme nights in the restaurants were given a strong focus during the year: Western Roundup, Up The Brits, Seafood September, Mediterranean Nights, Kids Kapers to mention a few were added to our traditional Christmas in July and Christmas party periods.

The medium of the 2005 Autumn Chasing Carnival attracted Australia's best interstate based greyhounds. Print, TV and radio were extensively utilised during this period and resulted in increased free media coverage, especially from Racing Radio 1206 and *The West Australian* newspaper. Part of the Carnival included a Box Draw Brunch for the *Be Active* Perth Cup and Galaxy Finalists.

The Puppy Club continued to develop as a popular attraction for our younger patrons with associated events at all three venues. Merchandise from our sponsors *Be Active*, Schweppes, and Peters offered to junior members were an added bonus on special Puppy Club days.

A decision was made in May 2005 to race at Cannington on Wednesday nights instead of Thursday driven by Sky Channel's offer to provide vision to complement Hong Kong racing. In an effort to encourage oncourse attendance, free gate entry was introduced along with a Wednesday Punters Club in Checkers restaurant.

The Schweppes Western Shootout was held at WAGRA Cannington on Saturday 25 June, raising \$18,000 for charity. The course was filled by Dockers and Eagles supporters led by Channel Ten personalities Tim Gossage and Lachy Reid. They were there to witness greyhounds WESTERN FRONT and GUN SMOKE clash in a match race where prizemoney of \$6,000 would be distributed to charity. Schweppes generously sponsored the event, which also featured an auction of football and sports

memorabilia, and raffles. Benefiting were the Cerebral Palsy Association, Breast Cancer Foundation (WA) and Make A Wish Foundation.

Risk Management

WAGRA continued its proactive approach to risk management, not only through consistent inclusion in management meeting agendas, but also as part of day to day decision making in administrative and operational functions.

During the year the Safety Committee was convened to provide a dedicated forum for the identification and assessment of existing and potential safety and welfare risks to club patrons and staff, and implement strategies to minimise or eliminate these risks.

Key issues addressed by the Safety Committee include the provision of first aid services and equipment, security, and emergency evacuations.

Information Technology

IT Services at WAGRA has continued efforts to maintain and improve the technology infrastructure of the organisation and its IT systems.

Three major projects undertaken during this period. The major projects included the replacement of the Finance server, the updating of operating systems on servers and PCs, and the replacement of the greyhoundswa.com.au website.

The new Finance server will be installed in early October 2005.

The operating systems of the main servers are being upgraded from Windows 2000 standard to Windows 2003 standard, with the email server also upgraded from Exchange 2000 to Exchange 2003. The key benefits of these upgrades are with the performance, security and recoverability of the servers, with these benefits also applying to the upgrading of the operating systems on the organisation's personal computers as well. The upgrade process is expected to be completed in late November.

The greyhoundswa.com.au website was upgraded in April/May with the new look website offering a modern appearance and better performance. Training of staff to update web pages has allowed specific areas of the website to be updated by personnel directly responsible for the content of these pages. Further work is to be conducted in providing information to our website to allow for better promotion of the organisation's racing and restaurant activities.

In 2005-6 IT services plan to review the use of smaller software systems, such as Inventory and Quotation systems, with a replacement Inventory system for the restaurants. Additionally a review of the flow of information within the organisation would yield benefits in Customer Relationship Management plus Information Management and Records Management.

Profile of the Association's Employees by Category

Profile of the Association's employees by category

Category	2004/05			2003/04			2002/03		
	M	F	TOTAL	M	F	TOTAL	M	F	TOTAL
Permanent Full-Time									
Level 1	0	1	1	1	2	3	1	2	3
Level 2	2	4	6	2	3	5	4	5	9
Level 3	2	1	3	2	2	4	4	3	7
Level 4	6	0	6	5	1	6	4	0	4
Level 5	0	0	0	2	0	2	3	0	3
Level 6	2	0	2	1	0	1	3	0	3
Level 7	1	0	1	0	0	0	1	0	1
Level 8	1	0	1	0	0	0	1	0	1
Level 9	0	0	0	0	0	0	0	0	0
Class 2	1	0	1	2	0	2	2	0	2
Track & Grounds	8	0	8	7	0	7	8	0	8
Permanent Part-Time									
Level 1	1	1	2	1	2	3	1	2	3
Level 2	0	1	1	0	0	0	0	1	1
Level 3	0	0	0	0	0	0	0	1	1
Level 4	0	0	0	0	0	0	0	0	0
Level 5	0	0	0	0	0	0	0	1	1
Track & Grounds	0	0	0	1	0	1	1	0	1
SUB TOTAL	24	8	32	24	10	34	33	15	48
Casual	78	102	180	89	89	178	95	105	200
TOTAL	102	110	212	113	99	212	128	120	248

Five Year Statistical Summary

For the years ended 31 July 2005, 2004, 2003, 2002 and 2001

	2005	2004	2003	2002	2001
RACING					
Race Meetings:					
Cannington	105	95	104	105	101
Mandurah	128	143	125	113	112
Northam	26	22	27	26	27
TOTAL	259	260	256	244	240
Races	3,109	2,858	2,761	2,667	2,596
Starters	23,826	22,395	21,805	20,875	20,239
Average Starters Per Race	7.7	7.8	7.9	7.8	7.8
Attendance	124,785	118,961	105,930	103,351	104,737
FINANCIALS \$000					
Operating Surplus/(Deficit)	(547)	662	588	973	211
Net Cash Provided/ (Used) by Operating Activities	1,099	232	1,084	1,341	1,661
TAB Distribution *	8,863	8,237	9,438	8,734	7,965
Grants (Offcourse)	820	1,033	954	847	774
Stakes/Trophies & BOIS	5,319	4,939	4,529	4,062	3,486
Stakes/TAB Distribution %	60.0%	60.0%	48.0%	46.5%	43.8%
BETTING TURNOVER \$000					
Oncourse Turnover (Tote)	6,845	6,260	5,194	5,372	5,023
Bookmakers	-	-	92	83	63
TAB on WAGRA meetings	44,100	39,429	36,635	32,418	31,546
MEMBERSHIP					
Total Members	127	118	113	145	142

* Includes Tax rebates and Discretionary TAB payments.

Western Australian Greyhound Racing Association
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Output Measures			
	2004/05 Actual	2004/05 Target	Reason for Significant Variance
Quantity Oncourse Totalisator Profit Offcourse commission* Stakemoney **	\$780,044 \$8,862,926 \$5,152,640	\$692,000 \$8,802,000 \$5,071,000	On-course commission revenue increased by 10%
Quality <i>Oncourse Totalisator Profit:</i> Number of racing opportunities for oncourse investment (average number of races held/meeting). <i>Offcourse Commission:</i> Number of meetings where live off-track vision was made possible through MDS or satellite services. <i>Stakemoney:</i> Number of feature races conducted as opportunity for higher stakemoney and continued quality of programme.	12.00 230 56	12.00 233 56	
Timeliness <i>Oncourse Totalisator Profit:</i> Number of meetings conducted in accordance with programme. <i>Offcourse Commission:***;</i> <i>Stakemoney:</i> % stakemoney payments available (excludes swabs) within 4 working days of entitlement.	259 N/A 100%	259 N/A 100%	
Cost <i>Oncourse Totalisator Profit ****:</i> Average profit/meeting <i>Offcourse Commission ****:</i> Ratio of offcourse commission to offcourse turnover <i>Stakemoney:</i> Average Stakemoney/meeting	\$3,012 30.25 \$19,894	\$2,672 29.81 \$18,260	Increased attendance and commission revenue, costs contained.

Notes:

- * 2004/05 offcourse commission was earned on greyhound turnover of \$268,088,476. The target turnover is estimated from the budgeted offcourse commission in conjunction with the forecast net return per investment dollar.
- ** Excludes trophies and Breeders & Owners Incentive Scheme (BOIS).
- *** Offcourse commission is net distribution by TAB to WAGRA on a monthly basis. Timeliness is therefore beyond the control of WAGRA's operation.
- **** Oncourse Totalisator profit and offcourse commission are significant revenue indicators and as such provide a relevant basis through which unit measurement can be determined.

Compliance Statements

Advertising Expenditure

The following information pertains to WAGRA's advertising and market research expenditure incurred during 2004/05 and is listed in accordance with the provisions of Section 175ZE of The Electoral Act 1907.

Expenditure	Amount	Organisation
Advertising Agencies	\$199,578	Core Marketing
Media Advertising Agencies	\$317,470	Media Decisions
	\$1,567	CFM
	\$27,795	WA Newspaper
	\$70,536	Community Newspapers
	\$2,447	Radio West Network
	\$511	Rural Press
	\$800	West Club Directory
	\$24,000	Radio 6IX
TOTAL EXPENDITURE	\$644,704	

Public Sector Standards

WAGRA has complied with Public Sector Standards in human resource management, the West Australian Public Sector Code of Ethics, and WAGRA's own code of conduct. There were no breaches of standards applications lodged in 2004/5.

Public Interest Disclosure

In accordance with s23(f) of the Public Interest Disclosure Act (WA) 2003, WAGRA is obliged to report annually to the Commissioner for Public Sector Standards on the:

- Number of requests for public interest disclosures received over the reporting period;
- Results of any investigations conducted as a result of the disclosures, and
- Action, if any, taken as a result of such investigation.

WAGRA has received no requests for public interest disclosures.

Plan for Young People

WAGRA has conducted two programs specifically designed for young people:

- (i) The Puppy Club is a free initiative for children aged under 16 and offers them and their family free entry to Puppy Club meetings with an array of entertainment and activities;
- (ii) The Greyhound Gang visit schools in the metropolitan area to create awareness and understanding among youth of greyhounds as a breed.

Waste-Paper Recycling

WAGRA encourages staff to recycle paper in its administrative operations, and also recycles unused and discarded racebooks and other racing information for its printing operation.

Equal Employment Opportunity

WAGRA continues to support and develop the principles and practice of equal employment opportunity in the workplace. EEO principles were applied in the advertising and selection of staff when filling vacant positions and in the development of the organisation's human resources management practices.

Disability Services

In accordance with the Disability's Services Act 1993, WAGRA continues to ensure wherever possible that people with disabilities have the same access to services as other members of the community.

Consideration of the needs of disabled persons, both general public and employees, is included in buildings and capital works projects as well as in Information Technology improvements.

Freedom of Information

WAGRA complies with the *Freedom of Information Act 1992*. There were no applications for release of information received during the reporting period.

Anti Corruption Commission, Corruption and Crime Commission

The Association is required to report on any matter suspected:

- To concern corrupt conduct. In accordance with Section 14 of the Anti Corruption Act 1988 a nil report was submitted for the reporting period.
- On reasonable grounds of concerning misconduct. In accordance with section 28 of the Corruption and Crime Commission Act 2003, no matters were referred to the Commission during the reporting period.



The John Iwanyk trained TOKEN ROYALE was declared the 2004 Schweppes WA Greyhound of the Year, giving the John Iwanyk-trained dog the title two years in succession. TOKEN ROYALE raced 36 times for 9 wins and 18 places for stakes of more than \$77,000

Statement of Financial Performance for year ended 31 July 2005

Revenue	Note	2004/05 \$	2003/04 \$
Revenues from Ordinary Activities			
<u>Racing:</u>			
RWWA Distribution	2	8,862,926	8,237,661
RWWA Grants	3	820,000	1,032,759
Oncourse Totalisator	4	1,143,392	1,033,546
Food & Beverage	5	1,371,742	1,178,422
Admissions		118,311	104,849
Sponsorship		158,850	144,974
Other Racing Income	6	<u>396,142</u>	<u>640,684</u>
Total Racing Income		12,871,363	12,372,895
<u>Administration:</u>			
Interest Received		187,652	198,565
Gross Proceeds from Disposal of Non Current Assets	7	91,232	1,311,884
Other Administration Income	8	<u>260,200</u>	<u>823,326</u>
Total Administration Income		539,084	2,333,775
Total Revenue from Ordinary Activities		<u>13,410,447</u>	<u>14,706,670</u>
Expenses			
Expenses from Ordinary Activities			
<u>Racing:</u>			
Stakemoney & Trophies	9	5,319,427	4,938,946
Salaries and Casual Wages	10	2,312,795	2,128,875
Marketing, Advertising and Promotions		938,348	646,317
C.C.T.V., Photo & Telecasting Link		4,048	285,544
Other Racing Expenses	11	<u>1,178,962</u>	<u>1,097,339</u>
Total Racing Expenses		9,753,580	9,097,021
<u>Administration:</u>			
Salaries & Wages	12	1,091,107	1,344,381
Payroll Costs		677,814	750,620
Charges to Other Provisions	16	1,732	1,084
Depreciation	13	583,945	542,072
Corporate Utilities and Services		267,182	267,932
Lease	15	325,000	325,000
Maintenance		272,212	291,850
Borrowing Costs	24	71,781	73,079
Other Administration Expenses	14	<u>1,024,196</u>	<u>1,450,988</u>
Total Administration Expenses		4,314,969	5,047,007
Total Expenses from Ordinary Activities		<u>14,068,549</u>	<u>14,144,028</u>

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	Note	2004/05 \$	2003/04 \$
Net Profit		<u>(658,102)</u>	<u>562,642</u>
Net Increase in Asset Revaluation Reserve	33	-	825,930
Grants and subsidies from State Government	4	110,994	99,271
Total changes in Equity other than those resulting from transactions with WA State Government as owners		<u>(547,108)</u>	<u>(1,487,843)</u>

The Statement of Financial Performance should be read in conjunction with the accompanying notes

Statement of Financial Position as at 31 July 2005

	Note	2004/05 \$	2003/04 \$
Current Assets			
Cash Assets	17	2,715,397	3,281,617
Inventories	18	114,175	85,569
Receivables and Prepayments	19	829,108	1,536,735
External Loans	21	3,000	3,000
Total Current Assets		<u>3,661,680</u>	<u>4,906,920</u>
Non Current Assets			
Property, Plant & Equipment	20	6,361,641	4,994,274
External Loans	21	117,876	117,876
Total Non Current Assets		<u>6,479,517</u>	<u>5,112,150</u>
Total Assets		<u>10,141,197</u>	<u>10,019,070</u>
Current Liabilities			
Payables	22	1,004,147	679,371
Employee Provisions	23	346,037	339,273
Interest Bearing Liabilities	24	66,305	19,277
Total Current Liabilities		<u>1,416,489</u>	<u>1,037,921</u>
Non-Current Liabilities			
Employee Leave Provisions	23	104,117	49,104
Interest Bearing Liabilities	24	388,547	152,893
Total Non Current Liabilities		<u>492,664</u>	<u>201,997</u>
Total Liabilities		<u>1,909,153</u>	<u>1,239,918</u>
Net Assets		<u><u>8,232,044</u></u>	<u><u>8,779,152</u></u>
Equity			
Reserves	33	825,930	825,930
Retained Profits	34	7,406,114	7,953,222
Total Equity		<u><u>8,232,044</u></u>	<u><u>8,779,152</u></u>

The Statement of Financial Position should be read in conjunction with the accompanying notes.

Statement of Cash Flows for the year ended 31 July 2005

	Note	2004/05 \$	2003/04 \$
Cash Flows from Operating Activities			
Receipts:			
Receipts from RWWA Distribution		10,117,315	9,370,479
RWWA Grants		820,000	1,032,759
Receipts from Customers		3,012,871	2,606,648
Interest Received		187,652	198,565
GST Collected on Sales		527,212	483,629
Payments:			
Payments to Suppliers		(8,246,293)	(8,233,652)
Payments to Employees		(4,021,672)	(4,367,634)
Payments for Rent		(325,000)	(325,000)
Borrowing Costs		(71,781)	(73,079)
GST Payments to ATO		(710,164)	(564,523)
Net Cash Provided by Operating Activities	27(b)	1,290,140	128,192
Cash Flows from Investing Activities			
Payments for Property, Plant & Equipment		(2,039,309)	(820,626)
Proceeds from Sale of Plant & Equipment		91,232	271,884
Net Cash Used in Investing Activities		(1,948,077)	(548,743)
Cash Flows from Financing Activities			
Proceeds from Non Government Loan Repayments		-	6,000
Repayment of WA Treasury Corporation Borrowings		(19,277)	(17,844)
Net Cash used for Financing Activities		(19,277)	(11,844)
Cash Flows from State Government			
GST Reimbursements		110,994	99,271
Net Cash provided by State Government		110,994	99,271
Net Increase (Decrease) in Cash Held		(566,220)	(333,124)
Cash Assets at Beginning of Year		3,281,617	3,614,741
Cash Assets at End of Year	27(a)	2,715,397	3,281,617

The Statement of Cash Flows should be read in conjunction with the accompanying notes

Notes to and forming part of the Financial Statements For the year ended 31 July 2005

1. Statement of Accounting Policies

The following accounting policies have been adopted in the preparation of the financial statements. Unless otherwise stated these policies are consistent with those adopted in the preceding year.

(a) General

- (i) The financial statements are prepared in accordance with the Financial Administration and Audit Act 1985.
- (ii) Subject to the exceptions noted in these accounting policies, the financial statements have been drawn up on the basis of historical cost principles.
- (iii) The accrual basis of accounting is being applied
- (iv) The financial statements constitute a general purpose financial report which has been prepared in accordance with Australian Accounting Standards, Statements of Accounting Concepts and other authoritative pronouncements of the Australian Accounting Standards Board and Group Urgent Issues (UIG) Consensus Views as varied by the Treasurer's Instructions. Several of these are modified by the Treasurer's Instructions to vary application, disclosure, format and wording. The Financial Administration and Audit Act and the Treasurer's Instructions are legislative provisions governing preparation of financial statements and take precedence over Accounting Standards, Statements of Accounting Concepts and other authoritative pronouncements of the Australian Accounting Standards Board and UIG Consensus Views. The modifications are intended to fulfil the requirements of general application to the public sector, together with the need for greater disclosure and also to satisfy accountability requirements. If any such modification has a material or significant financial effect upon the reported results, details of that modification and where practicable the resulting financial effect is disclosed in individual notes to these financial statements.

(b) Depreciation of Non-current Assets

Property and Plant and Equipment represent the capital works and plant required for the Association's operations and except where stated otherwise are recorded at historical cost. Depreciation of non current assets is calculated using the straight line method with the exception of motor vehicles which employ the diminishing value method based on a depreciation rate of 18.75%. Buildings and improvements and major leasehold improvements are generally depreciated over 20 years or the unexpired portion of leased premises whichever is the lesser, in the case of leasehold improvements. With respect to Furniture, Equipment and Software, depreciation rates ranging from 6% to 33% are utilised. Capital acquisitions are those having a minimum value of \$1,000 with a life expectancy of more than two years. Software, furniture and equipment of lesser value are fully expensed in the year of purchase.

(c) Valuation of Non-current Assets

In accordance with AASB 1041, the Association elects to report non current assets at cost except for Freehold Land and Buildings. These asset classes were independently valued in February 2004 by John Garmony & Associates, 9 Hardy Street, South Perth, Western Australia. The freehold land valuation was based on adopting similar alternative use, while the buildings valuation was based on depreciated capital replacement value.

(d) Capital Works in Progress

Capital works in progress represents costs associated with incomplete capital projects as at reporting date. Note 29 (iv) specifies capital works in progress by project, as at reporting date.

(e) Investments

All investments relate to fixed term deposits held with BankWest on an at call basis. Consequently, all fixed term deposits are classified as current assets.

(f) Inventory

Inventory is valued at the lower of cost or net realisable value.

(g) Changes in Comparative Figures

Where necessary, comparative figures for 2003/04 have been adjusted to conform with changes in presentation made in 2004/05. Any material changes are supported by note.

(h) Employee Benefits - Annual and Long Service Leave

For permanent employees, accrued entitlements are calculated at current remuneration rates. Unpaid benefits due for annual leave and long service leave which have accrued to employees as at reporting date have been fully provided for in the accounts in accordance with AASB 1028 (Employee Benefits). A liability for long service leave is recognised after salaried employees have completed four years of service and wages staff have completed seven years of service. An assessment undertaken in recent years determined that the liability measured using the short hand method was not materially different from the liability measured using the present value of expected future payments. This method of measurement of the liability is consistent with the requirements of Accounting Standard AASB 1028 (Employee Benefits).

(i) Superannuation

In joining the contributory Government Employees Superannuation Scheme in 1995, WAGRA has no liabilities for unfunded superannuation. Under current arrangements the liability for superannuation charges incurred under the Government Employees Superannuation Act is extinguished by fortnightly payment of employer contributions to the Government Employees Superannuation Board.

(j) Revenue

Sales revenue represents revenue earned from the sale of goods and services net of returns, allowances expenses and GST. Other revenue is fully described in the Statement of Financial Performance.

Reimbursement of expenses from external entities is accounted for as revenue in the Statement of Financial performance, and not netted off against expenditure.

(k) Receivables, Payables, Accrued Salaries and Interest Bearing Liabilities

Receivables are recognised at the amounts receivable and are due for settlement no more than 30 days from the date of recognition.

Collectibility of trade debtors is reviewed on an ongoing basis. Debts which are known to be uncollectible are written off. A provision for doubtful debts is raised where some doubt as to collection exists, providing that no known dispute exists as to the amount raised.

Payables, including accruals not yet billed, are recognised when the economic entity becomes obliged to make future payments as a result of a purchase of assets or services. Payables are generally settled according to the terms of payment specified.

Interest bearing liabilities are recognised and carried at the amount of net proceeds received. Interest is recognised as it becomes payable.

Accrued salaries and wages represent the amount due to staff but unpaid at the end of the financial year as the end of the last pay period for that financial year does not coincide with the end of the financial year. The Association considers the carrying amount approximates net fair value.

(l) Net Fair Values of Financial Assets and Liabilities

Net Fair Values of financial instruments are determined on the following bases:

Monetary financial assets and liabilities not traded in an organised financial market - cost approximates net market value;

Leave liabilities are recorded at current entitlements as at reporting date.

(m) Employee benefit on-costs, including payroll tax, are recognised and included in employee benefit liabilities and costs when the employee benefits to which they relate are recognised as liabilities and expenses.

(n) Comparative figures are, where appropriate, reclassified so as to be comparable with the figures presented in the current financial year.

(o) Impact of Adopting Australian Equivalents to IFRS

AASB 1047 *Disclosing the Impacts of Adopting Australian Equivalents to International Financial Reporting Standards* requires financial reports for periods ending on or after 30 June 2005 to disclose the impact on the accounting policies from the adoption of Australian Equivalents to International Financial reporting Standards (AIFRS).

The figures disclosed are the best estimates at the date of these financial statements, and these figures could change due to potential amendments to AIFRS and interpretations thereof being issued by the AASB and/or the UIG prior to the date of the full set of AIFRS financial statements.

The impact of adopting AIFRS including the key differences in accounting policies

The following key differences have been identified:

- *Accounting standard AASB 116 Property, Plant and Equipment* does not allow software that is not an integral part of operating hardware to be classified under this category. Instead classification of these assets would be under Intangibles as per *AASB 138 Intangibles*. These assets should be amortised according to the useful finite lives. The useful lives of these assets are to be reviewed each year and if necessary categorised as an indefinite useful life where no amortisation is applied.
- The Australian guidance accompanying *AASB 119 Employee Benefits* determines that employee on-costs, such as payroll tax and workers' compensation insurance, are not employee benefits and should not be classified as such. Superannuation contributions are regarded as employee benefits and are not on-costs. Accordingly, employee on-costs should not be included as part of an agency's "employee benefits expense". Similarly, the liability relating to employee on-costs is to be included as part of other provisions in the notes of the balance sheet.

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Reconciliation of total equity as presented under previous AGAAP to that under AIFRS:

	31 July 2005 \$	1 August 2004 \$
Total equity under previous AGAAP	7,406,114	8,779,152
Recalculation of Employee benefits in line with AASB 119	2,984	12,657
Total equity under AIFRS	<u>7,409,098</u>	<u>8,791,809</u>

Reconciliation of net loss for the period as presented under previous AGAAP to that under AIFRS:

	31 July 2005 \$
Net loss for the period under previous AGAAP	(547,108)
Recalculation of Employee benefits in line with AASB 119	2,984
Net loss for the period under AIFRS	(544,124)

	2004/05 \$	2003/04 \$
2. RWWA Distribution		
RWWA Distribution	8,862,926	8,237,661
Unclaimed Dividends	-	-
	<u>8,862,926</u>	<u>8,237,661</u>
3. Grants from RWWA		
Grants received from RWWA	<u>820,000</u>	<u>1,032,759</u>
	<u>820,000</u>	<u>1,032,759</u>
4. Oncourse Totalisator		
Oncourse Commission	1,221,773	1,107,896
Unclaimed Dividends	32,613	24,921
Goods and Services Tax	(110,994)	(99,271)
Trading Income	<u>1,143,392</u>	<u>1,033,546</u>

The Goods and Services Tax (GST) is not applied to the consumption of gambling services. It is however, applied to the operator's margin defined as the subscription (wagering less sales commission) less the amount of prizes (dividends). The State provides reimbursement to gaming operators (including WAGRA) for GST paid on the operator's margin.

The GST paid on the operator's margin is disclosed as a cost of Oncourse Tote operations (as above). Treasurer's Instruction 1102, however, requires the reimbursement of the GST to be disclosed as a grant from the State Government rather than offset against the cost to which it applies.

The net profit from Oncourse Totalisator was \$780,044 after direct expenses of operating the oncourse tote totalled \$474,342 (2003/04 was \$431,389) of which \$337,224 represented salaries and wages. The net profit for 2003/04 was \$701,427. See also Notes 10 and 12.

Western Australian Greyhound Racing Association

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	2004/05	2003/04
	\$	\$
5. Food & Beverage Operations		
Sales	2,474,696	2,093,762
Less Cost of Goods Sold:		
Opening Stock	85,569	107,508
Purchases	1,131,561	893,400
Closing Stock	(114,175)	(85,569)
	<u>1,102,954</u>	<u>915,339</u>
Trading Income	<u>1,371,742</u>	<u>1,178,422</u>

The net profit from Food and Beverage was \$127,412 after direct expenses of the Food and Beverage operation totalled \$1,244,329 (2003/04 total was \$1,139,394) of which \$966,286 represented salaries and wages. The net profit for 2003/04 was \$39,028. Also refer Notes 10 and 11.

6. Other Racing Income

RWWA Reimbursement of Racing Expenses	-	187,942
Sky Vision Rebates	-	191,768
Trial Income	65,086	67,112
Gaming Income	97,108	86,636
Racebook Sales	61,880	60,067
Sundry Racing Income	<u>172,068</u>	<u>47,159</u>
	<u>396,142</u>	<u>640,684</u>

The Net Profit from Gaming was \$46,359 after direct expenses of the Gaming operation totalled \$50,749 (2003/04 was \$49,818) of which \$31,569 represented wages. The net profit for 2003/04 was \$36,817. See also Notes 10 and 12.

7. Net Profit / (Loss) on Disposal of Non Current Assets

Proceeds from Disposal of Non Current Assets:

Land	-	1,040,000
Furniture and Equipment	5,777	135,677
Motor Vehicles	85,455	18,367
Leasehold Improvements	-	117,840
	<u>91,232</u>	<u>1,311,884</u>

Carrying Amount of Assets Sold:

Land	-	620,962
Computer Software	-	135,677
Furniture and Equipment	-	16,919
Motor Vehicles	<u>87,997</u>	<u>104,235</u>
	<u>87,997</u>	<u>877,793</u>

Profit/(Loss) on Disposal of Non-Current Assets	3,235	434,091
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	2004/05	2003/04
	\$	\$
8. Other Administration Income		
RWWA Reimbursement of Admin Expenses	-	717,309
Venue Hire	51,813	57,280
Sundry Administration Income	208,387	48,737
	<u>260,200</u>	<u>823,326</u>
9. Stake money & Trophies		
Stake money	5,152,640	4,747,523
Breeders Bonus	127,600	163,000
Trophies	39,187	28,423
	<u>5,319,427</u>	<u>4,938,946</u>
10. Salaries & Casual Wages		
Salaries and Wages - Oncourse Totalisator	337,224	300,527
Salaries and Wages - Food and Beverage	966,287	886,663
Salaries and Wages - Gaming	31,569	30,754
Salaries and Wages - Printing	104,017	76,605
Other Casual Wages	873,699	834,326
	<u>2,312,795</u>	<u>2,128,875</u>
11. Other Racing Expenses		
Direct Expenses - Oncourse Totalisator	137,119	130,863
Direct Expenses - Food and Beverage	278,043	252,732
Direct Expenses - Gaming	19,180	19,064
Swab Analysis and Research	-	53,840
Veterinary Fees	159,182	117,374
Printing Expense	97,323	68,076
Security	68,963	66,654
Cleaning and Laundry	152,470	129,114
Sundry Racing Expenses	266,682	259,622
	<u>1,178,962</u>	<u>1,097,339</u>
12. Salaries & Wages		
Salaries	809,076	1,060,084
Ground Staff Wages	282,031	284,297
	<u>1,091,107</u>	<u>1,344,381</u>
13. Depreciation		
Furniture and Equipment	221,232	277,820
Motor Vehicles	32,738	54,716
Buildings, Structures and Leasehold Improvements	329,975	209,537
	<u>583,945</u>	<u>542,073</u>

Western Australian Greyhound Racing Association

Annual Report 2004/2005

	2004/05	2003/04
	\$	\$
14. Other Administration Expenses		
Insurance	191,514	143,156
Motor Vehicle Expenses	43,889	66,938
Travel, Accommodation & Conferences	64,821	32,293
Legal & Appeal Expenses	3,192	3,627
Postage and Stationery	46,655	52,342
Rates and Taxes	57,290	74,803
Carrying Amount of Non Current Assets Disposed	87,997	877,793
Sundry Administration Expenses	528,839	200,037
	<u>1,024,196</u>	<u>1,450,988</u>

15. Leases

Lease expenses for period	325,000	325,000
---------------------------	---------	---------

CANNINGTON:

The Western Australian Greyhound Racing Association has a lease with the Canning Agricultural, Horticultural and Recreational Society (Inc) for the lease of the Cannington Racecourse for a period of 30 years from 27 July 1981 with options of renewal for two further periods of 30 years each. Lease payments totalling \$325,000pa are applicable to the five year period ending on 27 July 2006.

Lease Commitments:

not later than one year	325,000	325,000
between one and five years	1,300,000	1,300,000
later than five years	325,000	650,000
	<u>1,950,000</u>	<u>2,275,000</u>

16. Charges to Other Provisions

During the period adjustments were made to the following provisions:

Provision for Annual Leave	(609)	(1,302)
Provision for Long Service Leave	2,341	2,386
	<u>1,732</u>	<u>1,084</u>

17. Cash & Investments

All investments held by the Association at balance date were short term deposits held with BankWest on an at call basis.

Short Term Deposits	2,549,498	3,117,144
Cash at Bank	45,454	71,825
Cash on Hand	120,445	92,648
	<u>2,715,397</u>	<u>3,281,617</u>

Western Australian Greyhound Racing Association
Annual Report 2004/2005

	2004/05 \$	2003/04 \$
18. Inventories		
As at balance date inventories held by the Association were:		
Restaurant food stocks	35,293	30,459
Restaurant beverage stocks	78,882	55,110
	<u>114,175</u>	<u>85,569</u>

19. Receivables & Prepayments

Accounts receivable for goods and services supplied	598,413	1,322,735
Prepayments	225,754	205,311
Accrued Income	4,941	8,689
	<u>829,108</u>	<u>1,536,735</u>

Significant Terms and Conditions:

- (i) Sundry debtors are either seven or thirty day accounts.
- (ii) Credit Risk Exposure:
The Association does not have any significant exposure to any individual customer or counterparty.
- (iii) Net Fair Values
The Association considers the carrying amounts of accounts receivable approximate their net fair values.

20. Property, Plant & Equipment

Furniture, Equipment and Software at Cost	3,523,065	3,284,017
less accumulated depreciation	(2,851,501)	(2,630,269)
	<u>671,563</u>	<u>653,748</u>
Motor Vehicles at Cost	255,234	253,831
less accumulated depreciation	(49,253)	(76,437)
	<u>205,980</u>	<u>177,394</u>
Leasehold Improvements at Cost	4,037,686	3,374,223
less accumulated depreciation	(2,262,700)	(1,981,056)
	<u>1,774,986</u>	<u>1,393,167</u>
Buildings, Structures and Improvements at Cost	-	-
Buildings, Structures and Improvements at Valuation	1,297,885	1,297,885
less accumulated depreciation	(108,047)	(59,717)
	<u>1,189,838</u>	<u>1,238,168</u>

Western Australian Greyhound Racing Association

Annual Report 2004/2005

	2004/05	2003/04
	\$	\$
Land at Valuation	992,492	992,492
Work in Progress	1,526,782	539,305
	<u>2,519,274</u>	<u>1,531,797</u>
	<u>6,361,641</u>	<u>4,994,274</u>

Refer to Accounting policy Note 1c

In accordance AASB 1041 the following reconciliation of carrying amounts of property, plant and equipment and vehicles at the beginning and end of the current financial year is set out below.

	Furniture & Equipment	Motor Vehicles	Leasehold Improvements	Buildings and Improvements	Land and WIP	Total
	\$	\$	\$	\$	\$	\$
Carrying amount at start of the year	653,748	117,394	1,393,167	1,238,168	1,531,797	4,994,274
<u>plus</u> Additions	239,048	149,321	663,463	-	987,477	2,039,309
<u>less</u> Net Disposals	-	(87,997)	-	-	-	(87,997)
Depreciation	(221,233)	(32,738)	(281,644)	(48,330)	-	(583,945)
Carrying amount at end of the year	<u>671,563</u>	<u>205,980</u>	<u>1,774,986</u>	<u>1,189,838</u>	<u>2,519,274</u>	<u>6,361,642</u>

21. Loans to Affiliated Clubs

Two separate unsecured, interest free loans capped at an overall total of \$144,878 are provided to Avon Valley Greyhound Racing Association for the financing of the Northam greyhound racing facility. Loan 1 (\$58,140) and Loan 2 (\$86,738) financed the racetrack and kennel block respectively. Whilst Loan 1 is repayable over 20 years commencing 1997/98, repayment of the second loan is not envisaged until such time as the operation becomes self supporting. Outstanding loans to AVGRA totalled \$117,878 as at 31 July 2005

	2004/5	2003/4
	\$	\$
22. Payables		
Accounts Payable	518,346	324,400
Accrued Expenses	94,508	216,423
Other Payables:		
Fees in Advance	391,293	138,550
	<u>1,004,147</u>	<u>679,373</u>

All financial liabilities are unsecured.

The Association considers the carrying amounts of creditors, accrued expenses and other payables approximate to their net fair values.

Western Australian Greyhound Racing Association
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	2004/05 \$	2003/04 \$
23. Employee Provisions		
Current Liabilities:		
Provision for Annual Leave	210,895	208,102
Provision for Long Service Leave	<u>135,142</u>	<u>131,171</u>
	<u>346,037</u>	<u>339,273</u>
Non Current Liabilities:		
Provision for Long Service Leave	104,118	49,104
	<u>450,155</u>	<u>388,377</u>

Leave oncosts totalling \$56,823 are included in current and non current balances at 31/7/05.
Accounting for oncosts on employee benefits is in accordance with Accounting Standard AASB 1028.

24. Interest Bearing Liabilities

- (i) Significant Terms and Conditions:
Total borrowings of \$1.0m are secured by mortgage over real property by the WA Treasury Corporation.
- (ii) Net Fair Values:
The Association considers the carrying amounts of the borrowings from WA Treasury Corporation approximate their net fair value.

Opening Balance 1 August	172,170	190,014
add Revision of Balance	301,959	-
less Repayments	<u>(19,277)</u>	<u>(17,844)</u>
Closing Balance 31 July	<u>454,852</u>	<u>172,170</u>
Represented by:		
Current Liability	66,305	19,277
Non-Current Liability	<u>388,547</u>	<u>152,893</u>
	<u>454,852</u>	<u>172,170</u>

25. Remuneration of Auditor

Remuneration to the Auditor General for the financial year is as follows:
Auditing the accounts, financial statements and performance indicators

<u>36,000</u>	<u>35,000</u>
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Western Australian Greyhound Racing Association

Annual Report 2004/2005

	2004/05 \$	2003/04 \$
26. Remuneration of members of the Accountable Association and Senior Officers		
(i) The total fees, salaries, superannuation and other benefits received or due and receivable for the financial year by Members of the Accountable Association, from the Statutory Association or any related body.	24,313	29,559
(ii) The total fees, salaries, superannuation and other benefits received or due and receivable for the financial year, by Senior Officers other than Members of the Accountable Association, from the Statutory Association or any related body.	633,194	541,353
The number of Members of the Accountable Association whose total of fees, salaries, superannuation and other benefits received or due and receivable for the financial year, falls within the following bands:		
\$0 - \$10,000	5	5

No members of the Accountable Association are members of the Pension Scheme.

The number of Senior Officers other than Members of the Accountable Association whose total of fees, salaries, superannuation and other benefits received or due and receivable for the financial year, falls within the following bands:

	2004/05	2003/04
\$40,001 - \$50,000	-	-
\$50,001 - \$60,000	2	2
\$60,001 - \$70,000	2	1
\$70,001 - \$80,000	1	1
\$80,001 - \$90,000	1	1
\$90,001 - \$100,000	-	1
\$100,001 - \$120,000	1	-
\$120,001 - \$130,000 *	-	1

* One contract of employment provide benefits including mutually agreed values of motor vehicles and superannuation contributions relates to previous year.

No Senior Officers are members of the Pension Scheme.

27. Notes to the Statement of Cash Flows

(a) Reconciliation of Cash

For the purposes Position as follows: of the Statement of Cash Flows, cash includes cash on hand, cash at bank and investments in money market instruments. Cash at the end of the financial year as shown in the Statement of Cash Flows is reconciled to the related items in the Statement of Financial Position as follows:

Western Australian Greyhound Racing Association
Annual Report 2004/2005

	2004/05 \$	2003/04 \$
Cash at Bank	45,454	71,825
Investments	2,549,498	3,117,144
Cash on Hand	120,445	92,648
	<u>2,715,397</u>	<u>3,281,617</u>
(b) Reconciliation of Operating Profit from Ordinary Activities to Net Cash Flows Provided by Operating Activities		
Net Operating (loss) Profit	(658,102)	562,642
Non Cash items:		
Depreciation	583,945	542,073
WATC Loan Adjustment	301,959	-
Proceeds on Disposal of Non Current Assets	(91,232)	(1,311,884)
Carrying Value of Non Current Assets Disposed	87,997	873,007
Asset Sale Receivable included in Revenue from Ordinary Activities	-	1,040,000
Changes in Assets and Liabilities:		
Increase/(Decrease) in Receivables and Prepayments	707,631	(1,320,823)
Decrease/(Increase) in Stock	(28,607)	21,939
Net Increase/(Decrease) in GST Collected on Sales	(71,958)	18,377
Increase/(Decrease) in Payables	396,734	(154,466)
Increase in Employees Leave Entitlements (Current)	6,763	-
Increase in Employees Leave Entitlements (Non Current)	55,013	(142,672)
Increase in GST Payments on Purchases	-	-
Net Cash Provided From Operating Activities	<u>1,290,142</u>	<u>128,193</u>

Western Australian Greyhound Racing Association Annual Report 2004/2005

28. Additional Financial Instruments Disclosures

	Weighted average effective interest rate	Floating Interest rate	Fixed rate maturities			Non Interest bearing	Total
			1 year or less	1 to 5 years	Over 5 years		
<u>31/07/2005</u>	%	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Assets							
Cash resources	3.75	45	-	-	-	120	166
Receivables		-	-	-	-	829	829
Investments:							
Fixed Term Deposits	5.40	-	2,549	-	-	-	2,549
Loans to Affiliates & Others		-	-	-	-	121	121
Total financial assets		45	2,549	-	-	1,070	3,665
Liabilities							
Payables		-	-	-	-	1,004	1,004
Borrowings from WATC	7.80	-	19	94	59	-	172
Employee entitlements		-	-	-	-	450	450
		-	-	-	-	-	
Total financial liabilities		-	19	94	59	1,454	1,626
Net financial assets(liabilities)		45	2,530	(94)	(59)	(384)	2,039
<u>31/07/2004</u>							
Total Financial Assets		72	3,117	-	-	1,750	4,939
Total Financial Liabilities		-	19	94	59	1,068	1,240
Net financial assets(liabilities)		72	3,098	(94)	(59)	682	3,699

Credit risk exposure

All financial assets are unsecured.

Amounts owing by other government agencies are guaranteed and therefore no credit risk exists in respect of those amounts. In respect of other financial assets the carrying amounts represent the Association's maximum exposure to credit risk in relation to those assets.

The following is an analysis of amounts owing by other Government agencies:

	\$'000
Western Australian Government Agencies	9
Western Australian Government Departments	11
	<u>20</u>

Western Australian Greyhound Racing Association Annual Report 2004/2005

29. Explanatory Statement

(i) Comparison of Actual Results of 2004/05 with those of the Preceding Year and Budget:

	2004/05 Actual (\$'000)	2004/05 Budget (\$'000)	2003/04 Actual (\$'000)
Revenue	13,410	12,138	12,280
Expenditure	14,069	11,519	11,618
Net Profit(Loss)	(658)	619	662

In the comparison of actual results major variations from the previous year are considered to be those in excess of \$100,000.

	Increase/ Decrease	(\$'000)
<u>Revenue:</u>		
(a) RWWA Distribution Variance due to cessation of Unclaimed Dividends as part of RWWA Distribution, and a reduction in distribution in accordance with the transitional agreement with RWWA for the responsibility of costs.	Decrease	(625)
(b) On-Course Totalisator: An rise of 20% in oncourse betting turnover on which this commission revenue is based is the primary factor for the positive variance. Higher attendance on course is a direct result of increased Food & Beverage patronage for 2004/2005.	Increase	110
(c) Food & Beverage: Revised marketing and promotional strategies for the Food and Beverage operation, focusing on theme nights and value for money dining, proved successful in generating a 26% increase in revenue over 2003/2004.	Increase	193
(d) Other Racing Income An increase in revenue due to the National Championships being held in WA in September 2004 was offset by the loss of Sky Vision Reimbursement and the loss of recoup of racing expenses from RWWA.	Decrease	(245)
(e) Gross Proceeds on Disposal of Non-Current Assets Predominantly due to the sale of portion of Gordon Road, Mandurah land parcel to the Department of Planning & Infrastructure for \$1.040 million in 2003/2004 and the sale to RWWA in 2003/2004 of the WAGRA racing computer system and equipment totalling \$154k.	Increase	(1,221)
(f) Other Administration Income Due to the reimbursement from RWWA of costs incurred by WAGRA on behalf of the regulatory authority during 2003/4. The majority of these costs have now been assumed directly by RWWA, with a subsequent reduction in WAGRA Admin income of \$700k.	Increase	(563)

Western Australian Greyhound Racing Association Annual Report 2004/2005

		Increase/ Decrease	(\$'000)
	<u>Expenditure:</u>		
(g)	Stakemoney & Trophies: The variance represents a full impact of increases to stakemoney following the introduction of RWWA and the policy of providing increased stakemoney to benefit the industry.	Increase	380
(h)	Salaries & Casual Wages: Primary factors were a greater number of restaurant staff required to service the increase in Food & Beverage patronage, and wage rate increases imposed through State Awards.	Increase	184
(i)	Administration Salaries & Wages Reduction reflects the decreased staff numbers employed by the Association following the transitional arrangements with RWWA.	Decrease	253
(j)	Other Admin Expenses Category includes the carrying value of the Mandurah land parcel sold \$877,793, in prior year. Insurance premiums have increased by \$48k and an adjustment to WATC loan liability of \$302k is included.	Increase	(427)
(ii)	<u>Comparison of Estimates and Actual Results:</u> Section 42 of the Financial Administration and Audit Act requires Statutory Authorities to prepare annual budget estimates. Treasurer's Instruction 945 requires an explanation of significant variations between these estimates and actual results. Significant variations are considered to be those over \$100,000.		
		Variance from Estimate (\$'000)	
(a)	RWWA Distribution: Actual revenue recorded for the period was \$8.863 million against an estimate of \$8.802 million. The majority of this variance is due to the increase in stakemoney paid and hence Distribution increased accordingly.	Increase	61
(b)	Oncourse Totalisator: Actual revenue of \$1.222m exceeded budget of \$1.100m by approx 11%. Estimate was set with the expectation that betting oncourse would stabilise after 2003/4 however on-course turnover increased by 10.37% to \$6.844m with the corresponding increase in commission revenue.	Increase	89
(c)	Gross Proceeds from Disposal of Non-current Assets 100% variance caused by unplanned asset sales arising during the year. (Sale of Motor Vehicles)	Increase	91
(e)	Other Admin Expenses Actual expenditure included an adjustment to WATC loan liability of \$302k and the carrying value of vehicles sold of \$88k. Insurance premiums were \$42k above original budget estimate.	Increase	(491)

Western Australian Greyhound Racing Association Annual Report 2004/2005

- (iii) Write Offs:
No assets were written off due to obsolescence or irreparable condition.
- (iv) Capital Works in Progress
As at 31 July, 2005 a total of 1,526,782 being capitalised costs associated with the Redevelopment of the Mandurah track and kennels.

30. Capital Commitments

As at 31 July 2005 the Association had capital commitments of \$1,800,000. These commitments are in relation to building work in progress with the Mandurah track and kennel complex.

31. Related Bodies

There are no related bodies with respect to the Association's operation.

32. Affiliated Bodies

Avon Valley Greyhound Racing Association is considered an affiliated body of the Association, operating from the Northam venue. Whilst WAGRA, through its Charter, holds the licence to conduct greyhound racing in this State, loans have been made available to AVGRA for the development of facilities at that site. Note 21 outlines the nature of all loans made by WAGRA to AVGRA and indicates that repayments on the first loan have commenced.

	2004/05	2003/04
	\$	\$
33. Movements in Reserves		
Asset Revaluation Reserve:		
Opening Balance 1 January	825,930	-
Transfer to Reserves: Asset Revaluation Reserve	-	825,930
Closing Balance	<u>825,930</u>	<u>825,930</u>
34. Changes in Equity		
Opening Balance	7,953,222	7,291,309
Net Profit	<u>(547,108)</u>	<u>562,642</u>
Retained Profits	<u>7,406,114</u>	<u>7,853,951</u>



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Website www.greyhoundswa.com.au
ABN No 25 154 675 096

CERTIFICATION OF FINANCIAL STATEMENTS

The accompanying financial statements of the Western Australian Greyhound Racing Association have been prepared in compliance with the provisions of the Financial Administration and Audit Act 1985 from proper accounts and records to present fairly the financial transactions for the year ending 31 July 2005 and the financial position as at 31 July 2005.

At the date of signing we are not aware of any circumstances which would render the particulars included in the financial statements misleading or inaccurate.

P TASSELL
Chairman
Date: 28.09.2005

M PENSON
WAGRA Committee Member
Date: 28.09.2005

B SEALEY
Manager Business & Finance
and Principal Accounting Officer
Date: 28.09.2005



AUDITOR GENERAL

INDEPENDENT AUDIT OPINION

To the Parliament of Western Australia

**WESTERN AUSTRALIAN GREYHOUND RACING ASSOCIATION
FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JULY 2005**

Audit Opinion

In my opinion,

- (i) the controls exercised by the Western Australian Greyhound Racing Association provide reasonable assurance that the receipt, expenditure and investment of moneys, the acquisition and disposal of property, and the incurring of liabilities have been in accordance with legislative provisions; and
- (ii) the financial statements are based on proper accounts and present fairly in accordance with applicable Accounting Standards and other mandatory professional reporting requirements in Australia and the Treasurer's Instructions, the financial position of the Association at 31 July 2005 and its financial performance and cash flows for the year ended on that date.

Scope

The Board's Role

The Board is responsible for keeping proper accounts and maintaining adequate systems of internal control, preparing the financial statements, and complying with the Financial Administration and Audit Act 1985 (the Act) and other relevant written law.

The financial statements consist of the Statement of Financial Performance, Statement of Financial Position, Statement of Cash Flows and the Notes to the Financial Statements.

Summary of my Role

As required by the Act, I have independently audited the accounts and financial statements to express an opinion on the controls and financial statements. This was done by looking at a sample of the evidence.

An audit does not guarantee that every amount and disclosure in the financial statements is error free. The term "reasonable assurance" recognises that an audit does not examine all evidence and every transaction. However, my audit procedures should identify errors or omissions significant enough to adversely affect the decisions of users of the financial statements.

A handwritten signature in black ink, appearing to read 'D D R Pearson'.

D D R PEARSON
AUDITOR GENERAL
31 October 2005

Key Performance Indicators

Desired Outcome: The efficient administration, promotion and maintenance of greyhound racing.

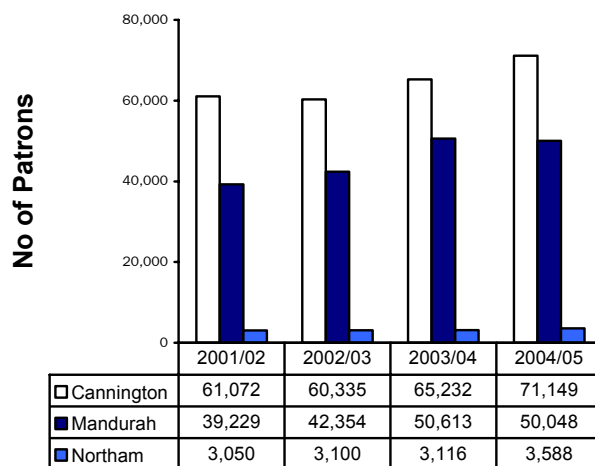
Service: Entertainment and opportunity through greyhound racing.

The overall service includes the supporting activities of:

Services and Facilities: The provision of optimum quality services and facilities to encourage maximum participation in greyhound racing by participants and spectators.

Industry Promotion: The encouragement of direct participation in the greyhound racing industry by providing appropriate quality and quantity of infrastructure, incentives and opportunities to participate.

GRAPH 1
Attendance at Race Meetings
Comparison by Venue 2001/02 to 2004/05



Effectiveness

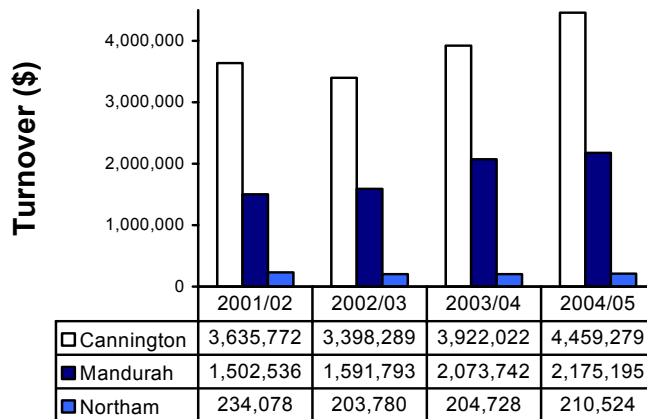
Attendances at race meetings are prime indicators of the public's support for WAGRA's investment in oncourse services and facilities together with the performance of oncourse totalisator profit.

Attendances at free admittance race meetings, where there are no gate records kept, are assessed on estimate of patrons by the Manager Operations or duly appointed race meeting manager.

GRAPH 2

Oncourse Totalisator Turnover

Comparison by Venue 2001/02 to 2004/05



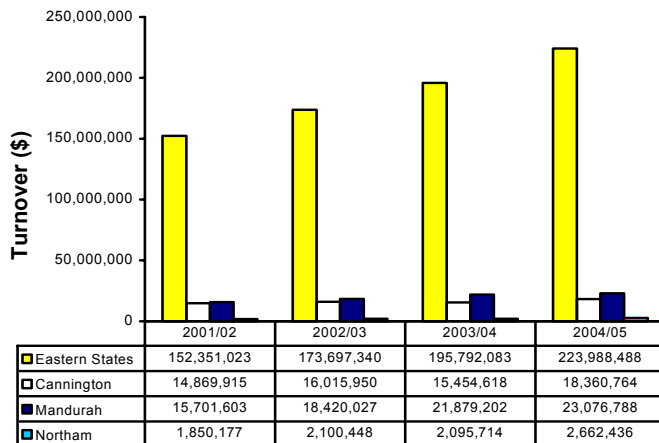
Effectiveness

Oncourse totalisator turnover is directly related to the Association's oncourse tote commission and is a major income source for operations. The importance of this commission also reflects the WAGRA's commitment to attract oncourse patrons.

GRAPH 3

Offcourse Totalisator Turnover

Comparison by Venue 2001/02 to 2004/05

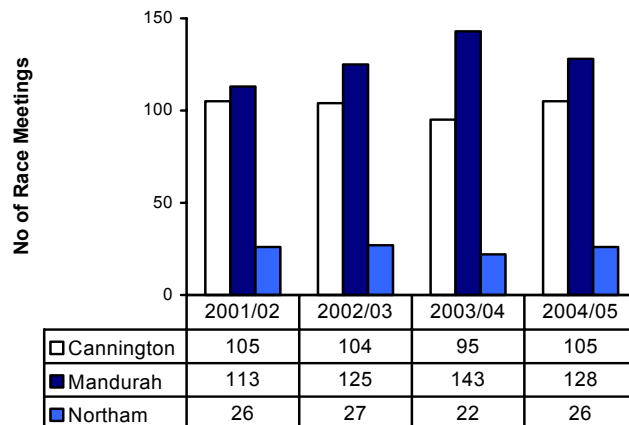


Offcourse totalisator turnover is the single most important factor to the main income source, RWWA Distribution. Coverage of local and interstate race meetings through TAB agencies, quality of race meetings, stakemonies and the overall promotion of this racing code in WA are collectively important to maximise the interest of offcourse investors. The success of this business output is paramount to the achievement of the desired business outcome.

GRAPH 4

Racing Opportunities

Comparison by Venue 2001/02 to 2004/05



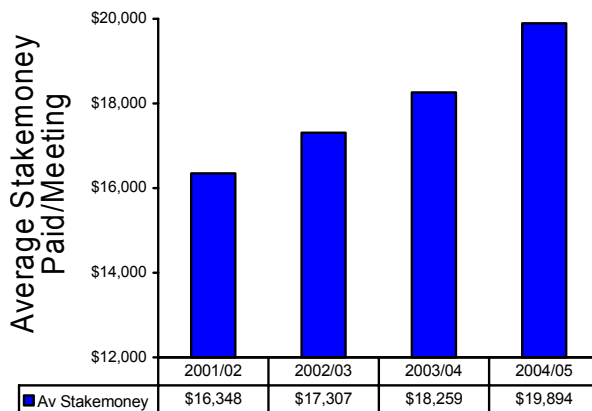
Effectiveness

Race meetings held at the three locations provide the opportunity for owners, as well as trainers, to race their greyhounds. Whilst the graph logs race meetings, the number of races held in 2004/05 was 3,109 as compared to 2,858 the previous year.

GRAPH 5

Average Stakemoney Paid/Meeting

Comparison 2001/02 to 2004/05



Stakemonies paid in conjunction with the number of race meetings held provide the incentive for new and existing owners, as well as trainers, to increase their interest in the sport. In 2004/05 stakemoney totalled \$5.152 million being paid over 259 race meetings and an additional \$167k was allocated in the form of trophies and incentives. Country stakemoney for Northam racing reduces the average stakemoney paid per meeting.

WAGRA Costs per \$000 of Betting Turnover
Comparison 2001/02 to 2004/05

PERIOD	TOTAL BETTING TURNOVER \$000	OPERATING EXPENSES \$000	Audited KPI
			COST/\$000 BETTING TURNOVER
2004/05	274,933	14,069	51.17
2003/04	241,422	14,144	58.59
2002/03	215,428	12,742	59.15
2001/02	190,145	11,691	61.48

Operating Expenses to Betting Turnover.

The table shows total operating expenses to total turnover for betting assessed as a global indicator for the overall operations of WAGRA, in particular the output of maximum participation in greyhound racing by investors and spectators.

The operating expenses are identified as a relevant and measurable output to generate customer investment through betting sales.



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CERTIFICATION OF PERFORMANCE INDICATORS

We hereby certify that the performance indicators are based on proper records, are relevant and appropriate for assisting users to assess the Western Australian Greyhound Racing Association's performance, and fairly represent the performance of the Western Australian Greyhound Racing Association for the financial year ended 31 July 2005.

P TASSELL
Chairman
Date: 28.09.2005

M PENSON
WAGRA Committee Member
Date: 28.09.2005



AUDITOR GENERAL

INDEPENDENT AUDIT OPINION

To the Parliament of Western Australia

**WESTERN AUSTRALIAN GREYHOUND RACING ASSOCIATION
PERFORMANCE INDICATORS FOR THE YEAR ENDED 31 JULY 2005**

Audit Opinion

In my opinion, the key effectiveness and efficiency performance indicators of the Western Australian Greyhound Racing Association are relevant and appropriate to help users assess the Association's performance and fairly represent the indicated performance for the year ended 31 July 2005.

Scope

The Board's Role

The Board is responsible for developing and maintaining proper records and systems for preparing performance indicators.

The performance indicators consist of key indicators of effectiveness and efficiency.

Summary of my Role

As required by the Financial Administration and Audit Act 1985, I have independently audited the performance indicators to express an opinion on them. This was done by looking at a sample of the evidence.

An audit does not guarantee that every amount and disclosure in the performance indicators is error free, nor does it examine all evidence and every transaction. However, my audit procedures should identify errors or omissions significant enough to adversely affect the decisions of users of the performance indicators.

A handwritten signature in black ink, appearing to read 'D D R Pearson'.

D D R PEARSON
AUDITOR GENERAL
31 October 2005

Statement of Financial Performance for the year ended 31 July 2006

REVENUE from Ordinary Activities	BUDGET	2004/05 ACT.
RWWA DISTRIBUTION	11,265,000	9,683,000
ON COURSE TOTALISATOR (NET)	842,000	780,000
FOOD & BEVERAGE (NET)	183,000)	(321,000)
ADMISSIONS	122,000	118,000
SPONSORSHIP	56,000	50,000
OTHER RACING INCOME	192,000	346,000
TOTAL RACING REVENUE	12,294,000	10,656,000
GROSS PROCEEDS ON SALE OF NON CURRENT	-	91,000
INTEREST RECEIVABLE	105,000	188,000
OTHER ADMINISTRATION INCOME	127,000	206,000
TOTAL ADMINISTRATION REVENUE	232,000	485,000
TOTAL REVENUE from Ordinary Activities	12,526,000	11,141,000
EXPENDITURE from Ordinary Activities		
STAKEMONEY & TROPHIES	6,848,000	5,319,000
CASUAL WAGES	708,000	773,000
MARKETING, ADVERTISING AND PROMOTIONS	553,000	922,000
PRINTING	215,000	202,000
CCTV, PHOTO & TELECAST LINK	3,000	5,000
OTHER RACING EXPENSES	479,000	490,000
TOTAL RACING EXPENSES	8,806,000	7,711,000
EXPENDITURE - ADMINISTRATION		
SALARIES & WAGES	1,178,000	1,091,000
PAYROLL COSTS	515,000	521,000
DEPRECIATION	569,000	571,000
CORPORATE UTILITIES AND SERVICES	224,000	230,000
RENT	325,000	325,000
MAINTENANCE	211,000	164,000
INTEREST EXPENSE	72,000	72,000
OTHER ADMINISTRATION EXPENSES	601,000	1,003,000
TOTAL ADMINISTRATION EXPENSES	3,695,000	3,977,000
TOTAL EXPENSES from Ordinary Activities	12,501,000	11,688,000
PROFIT/(LOSS) AFTER OPERATIONS	25,000	(547,000)



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