



# Ontario Horse Racing Industry Performance Results [Fiscal Year 2018-19 Q1]

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# PERFORMANCE MANAGEMENT EXCELLENCE GROUP (PMEG)

## BACKGROUND

The Performance Management Excellence Group or “PMEG” is a horse racing industry working group, established and led by the Ontario Lottery and Gaming Corporation (OLG) with representation from government agencies, that is committed to building a sustainable horse racing industry by providing up-to-date facts and information related to the horse racing sector in Ontario.

## OVERARCHING GOAL

Contributing to the efficient and effective management of funding through a systematic and integrated approach to performance management.

### Members:

Ontario Lottery & Gaming Corporation (OLG)

Ministry of Finance (MOF)

Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA)

Alcohol and Gaming Commission of Ontario (AGCO)

# KEY PERFORMANCE INDICATORS DEFINED


#	Name	Definition	Unit of Measure	Data Source
1	Gross Bet on Ontario Races	<ul style="list-style-type: none"> <li>Total gross wagering on Ontario races</li> </ul>	M\$	Canadian Pari-Mutuel Agency
2	Total Count of Tickets Sold at Racetracks	<ul style="list-style-type: none"> <li>Total number of wagering tickets sold live at all racetracks across Ontario</li> </ul>	Count	Racetracks
3	Average Ontario Yearling Sales Price	<ul style="list-style-type: none"> <li>Average sales price of Ontario yearlings sold at all Thoroughbred and Standardbred yearling sales (Ontario and abroad)</li> </ul> <p><i>Note: Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.</i></p>	\$/yearling	Canadian Thoroughbred Horse Society; Standardbred Canada; Ontario Racing
4	Average Field Size	<ul style="list-style-type: none"> <li>Average number of starters (not unique) per race in Ontario</li> </ul>	Starters/Race	Equibase Company LLC; Standardbred Canada; Ontario Racing
5	Total # of Unique Starters	<ul style="list-style-type: none"> <li>Total # of unique horses starting a race in Ontario</li> </ul>	Count	Equibase Company LLC; Standardbred Canada; Ontario Racing

# EXECUTIVE SUMMARY [FISCAL YEAR 2018-19 Q1]

- In the first three months of Fiscal Year 2018-19 (April 1-June 30, 2018), gross wagering on Ontario races decreased by 4.3% relative to the same period the prior year. This can be attributed to lower gross handle levels originating from outside of the Province of Ontario, largely tied to an appreciation of the Canadian dollar vis-à-vis the US dollar.
- The volume of betting tickets sold live, at racetracks across Ontario, saw a decline compared to the previous year (-7.9%), mostly driven by a notable reduction for Thoroughbreds (-15.8%). When normalizing for the number of races, the count of tickets sold live per race decreased by 6.3%.
- The Ontario horse racing industry experienced a minor horse supply setback compared to the first quarter of Fiscal Year 2017-18, driven by a lower number of unique starters supporting Standardbred racing. Conversely, Thoroughbred and Quarter Horse racing operations saw a higher supply of horses as demonstrated by an increasing number of unique starters and a lift in average field sizes in the first quarter of the year.

# PERFORMANCE DASHBOARD [INDUSTRY]

## Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

<b>VISION</b> To enable and grow a prosperous, dynamic horse racing sector positioned for long-term viability and success in Ontario	
<b>MISSION</b> Building a sustainable horse racing industry in Ontario through fact-based decision-making	
<b>VALUES</b> Accountability • Integrity • Respect • Transparency	

	Year to Date		
	Actual	Prior Year	Change (%) <sup>2</sup>

### More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	251.6	262.8	-4.3%
Total Count of Tickets Sold at Racetracks (Count)	2,138,350	2,321,856	-7.9%
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.		
Average Field Size (# of Starters per Race)	7.8	7.9	-1.6%
Total # of Unique Starters (Count)	4,248	4,301	-1.2%


<sup>1</sup> Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.

<sup>2</sup> The change vs. previous year colour status compares the performance results to the previous year's results using threshold ranges to allocate colours. Please refer to the colour status legend below.

Change vs. Previous Year Colour Status Legend					
Gross Bet	<-5%	≥-5% up to <+1.2%	≥+1.2% up to <+5%	≥+5%	Not Applicable
Total Count of Tickets Sold	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Avg Ontario Yearling Price	<-10%	≥-10% up to <0%	≥0% up to <+10%	≥+10%	Not Applicable
Unique Starters	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Actual Value Colour Status Legend					
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE DASHBOARD [THOROUGHBRED]

## Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

<b>VISION</b> To enable and grow a prosperous, dynamic horse racing sector positioned for long-term viability and success in Ontario	
<b>MISSION</b> Building a sustainable horse racing industry in Ontario through fact-based decision-making	
<b>VALUES</b> Accountability • Integrity • Respect • Transparency	

	Year to Date		
	Actual	Prior Year	Change (%) <sup>2</sup>

### More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	143.7	147.1	-2.3%
Total Count of Tickets Sold at Racetracks (Count)	1,199,122	1,424,223	-15.8%
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.		
Average Field Size (# of Starters per Race)	7.8	7.7	0.4%
Total # of Unique Starters (Count)	1,459	1,438	1.5%


<sup>1</sup> Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.

<sup>2</sup> The change vs. previous year colour status compares the performance results to the previous year's results using threshold ranges to allocate colours. Please refer to the colour status legend below.

Change vs. Previous Year Colour Status Legend					
Gross Bet	<-5%	≥-5% up to <+1.2%	≥+1.2% up to <+5%	≥+5%	Not Applicable
Total Count of Tickets Sold	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Avg Ontario Yearling Price	<-10%	≥-10% up to <0%	≥0% up to <+10%	≥+10%	Not Applicable
Unique Starters	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Actual Value Colour Status Legend					
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE DASHBOARD [STANDARD BRED]

Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

<b>VISION</b> To enable and grow a prosperous, dynamic horse racing sector positioned for long-term viability and success in Ontario	
<b>MISSION</b> Building a sustainable horse racing industry in Ontario through fact-based decision-making	
<b>VALUES</b> Accountability • Integrity • Respect • Transparency	

	Year to Date		
	Actual	Prior Year	Change (%) <sup>2</sup>

**More self-sufficient sector that sustains jobs**

Gross Bet on Ontario Races (M\$)	107.3	115.4	-7.0%
Total Count of Tickets Sold at Racetracks (Count)	911,773	872,406	4.5%
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.		
Average Field Size (# of Starters per Race)	7.8	7.9	-2.1%
Total # of Unique Starters (Count)	2,575	2,663	-3.3%

<sup>1</sup> Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.

<sup>2</sup> The change vs. previous year colour status compares the performance results to the previous year's results using threshold ranges to allocate colours. Please refer to the colour status legend below.

Change vs. Previous Year Colour Status Legend					
Gross Bet	<-5%	≥-5% up to <+1.2%	≥+1.2% up to <+5%	≥+5%	Not Applicable
Total Count of Tickets Sold	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Avg Ontario Yearling Price	<-10%	≥-10% up to <0%	≥0% up to <+10%	≥+10%	Not Applicable
Unique Starters	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Actual Value Colour Status Legend					
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE DASHBOARD [QUARTER HORSE]

Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

## VISION

To enable and grow a prosperous, dynamic horse racing sector positioned for long-term viability and success in Ontario

## MISSION

Building a sustainable horse racing industry in Ontario through fact-based decision-making

## VALUES

Accountability • Integrity • Respect • Transparency



	Year to Date		
	Actual	Prior Year	Change (%) <sup>2</sup>

### More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	0.6	0.4	51.6%
Total Count of Tickets Sold at Racetracks (Count)	27,455	25,227	8.8%
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Not Applicable		
Average Field Size (# of Starters per Race)	7.5	7.4	1.9%
Total # of Unique Starters (Count)	214	200	7.0%

<sup>1</sup> Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.


<sup>2</sup> The change vs. previous year colour status compares the performance results to the previous year's results using threshold ranges to allocate colours. Please refer to the colour status legend below.

Change vs. Previous Year Colour Status Legend					
	<-5%	≥-5% up to <+1.2%	≥+1.2% up to <+5%	≥+5%	Not Applicable
Gross Bet	<-5%	≥-5% up to <+1.2%	≥+1.2% up to <+5%	≥+5%	Not Applicable
Total Count of Tickets Sold	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Avg Ontario Yearling Price	<-10%	≥-10% up to <0%	≥0% up to <+10%	≥+10%	Not Applicable
Unique Starters	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Actual Value Colour Status Legend					
	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable



# PERFORMANCE TREND DASHBOARD [INDUSTRY]

## Ontario Horse Racing Industry Performance Trend Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

<b>VISION</b> To enable and grow a prosperous, dynamic horse racing sector positioned for long-term viability and success in Ontario	
<b>MISSION</b> Building a sustainable horse racing industry in Ontario through fact-based decision-making	
<b>VALUES</b> Accountability • Integrity • Respect • Transparency	

	Q1	Q2	Q3	Q4	YTD
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### More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	251.6				251.6
Total Count of Tickets Sold at Racetracks (Count)	2,138,350				2,138,350
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.				
Average Field Size (# of Starters per Race)	7.8				7.8
Total # of Unique Starters (Count)	4,248				4,248

<sup>1</sup> Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.

<sup>2</sup> Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours.

Year Over Year Change Colour Status Legend <sup>2</sup>					
Gross Bet	<-5%	≥-5% up to <+1.2%	≥+1.2% up to <+5%	≥+5%	Not Applicable
Total Count of Tickets Sold	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Avg Ontario Yearling Price	<-10%	≥-10% up to <0%	≥0% up to <+10%	≥+10%	Not Applicable
Unique Starters	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Actual Value Colour Status Legend					
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE TREND DASHBOARD [THOROUGHBRED]

Ontario Horse Racing Industry Performance Trend Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

**VISION**  
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**MISSION**  
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**VALUES**  
Accountability • Integrity • Respect • Transparency



	Q1	Q2	Q3	Q4	YTD
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## More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	143.7				143.7
Total Count of Tickets Sold at Racetracks (Count)	1,199,122				1,199,122
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.				
Average Field Size (# of Starters per Race)	7.8				7.8
Total # of Unique Starters (Count)	1,459				1,459


<sup>1</sup> Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.

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Gross Bet	<-5%	≥-5% up to <+1.2%	≥+1.2% up to <+5%	≥+5%	Not Applicable
Total Count of Tickets Sold	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Avg Ontario Yearling Price	<-10%	≥-10% up to <0%	≥0% up to <+10%	≥+10%	Not Applicable
Unique Starters	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Actual Value Colour Status Legend					
	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE TREND DASHBOARD [STANDARD BRED]

Ontario Horse Racing Industry Performance Trend Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

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	Q1	Q2	Q3	Q4	YTD
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## More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	107.3				107.3
Total Count of Tickets Sold at Racetracks (Count)	911,773				911,773
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.				
Average Field Size (# of Starters per Race)	7.8				7.8
Total # of Unique Starters (Count)	2,575				2,575


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<sup>2</sup> Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours.

Year Over Year Change Colour Status Legend <sup>2</sup>					
	Red	Blue	White	Green	Grey
Gross Bet	<-5%	≥-5% up to <+1.2%	≥+1.2% up to <+5%	≥+5%	Not Applicable
Total Count of Tickets Sold	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Avg Ontario Yearling Price	<-10%	≥-10% up to <0%	≥0% up to <+10%	≥+10%	Not Applicable
Unique Starters	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Actual Value Colour Status Legend					
	Red	Blue	White	Green	Grey
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE TREND DASHBOARD [QUARTER HORSE]

Ontario Horse Racing Industry Performance Trend Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

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	Q1	Q2	Q3	Q4	YTD
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## More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	0.6				0.6
Total Count of Tickets Sold at Racetracks (Count)	27,455				27,455
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Not Applicable				
Average Field Size (# of Starters per Race)	7.5				7.5
Total # of Unique Starters (Count)	214				214

<sup>1</sup> Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.

<sup>2</sup> Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours.

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Total Count of Tickets Sold	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Avg Ontario Yearling Price	<-10%	≥-10% up to <0%	≥0% up to <+10%	≥+10%	Not Applicable
Unique Starters	<-2.5%	≥-2.5% up to <0%	≥0% up to <+2.5%	≥+2.5%	Not Applicable
Actual Value Colour Status Legend					
	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

## RESTRICTIONS & LIMITATIONS

*This report was prepared by a Performance Management Excellence Group (PMEG) led by the Ontario Lottery and Gaming Corporation (OLG), using information collected by and received from third party sources. This information has not been independently verified by OLG or the PMEG. Readers are cautioned that past performance may not be indicative of future results. Any conclusion, forecast, projection or other forward-looking information is inherently subject to change and uncertainty, and actual results may differ materially. None of OLG, any member of the PMEG or any of our third party sources represents or warrants as to the accuracy, interpretation, completeness, sufficiency or reliability of the information contained herein, and all liability arising from the adoption, use or application of such information by any person is hereby expressly disclaimed.*