



Ontario's  
Lottery &  
Gaming

# *Ontario Horse Racing Industry Performance Results: Reference Guide*

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**PMEG**

Performance Management Excellence Group



# KEY PERFORMANCE INDICATORS:

## Year over Year Colour Status Legend

### More self-sufficient sector that sustains jobs

Metric Name	Change vs. Previous Year Colour Status Legend				
Gross Bet on Ontario Races (M\$)	<-5%	≥-5% to <+1.2%	≥+1.2% to <+5%	≥+5%	Not Applicable
Gross Wagering Commissions to Racetracks (M\$)	<-2.5%	≥-2.5% to <0%	≥0% to <+2.5%	≥+2.5%	Not Applicable
Total Count of Tickets Sold at Racetracks (Count)	<-5%	≥-5% to <+1.2%	≥+1.2% to <+5%	≥+5%	Not Applicable
Total # of Unique Starters (Count)	<-2.5%	≥-2.5% to <0%	≥0% to <+2.5%	≥+2.5%	Not Applicable
Total Number of Horses	Annual metric - will provide ranges in Q4				
Average Odds	Annual metric - will provide ranges in Q4				
<b>Actual Value Colour Status Legend</b>					
Average Field Size	<8.0	≥8.0 to <8.4	≥8.4	Not Applicable	
Wager to Purse (Ratio)	<0.5	≥0.5 to <1.0	≥1.0 to <4.0	≥4.0	Not Applicable

Colours are allocated based on year-over-year performance for the fiscal reporting period covered in this dashboard.

### Appropriate return on investment to taxpayers

Metric Name	Change vs. Previous Year Colour Status Legend				
Total Other Racetrack Revenue (M\$)	<-2.5%	≥-2.5% to <0%	≥0% to <+2.5%	≥+2.5%	Not Applicable
Total FTEs Employed (Count)	Annual metric - will provide ranges in Q4				
<b>Actual Value Colour Status Legend</b>					
Racetrack Capital Reinvestment Rate (%)	<+3%	≥3% to <+10%	≥+10% to <+20%	≥+20%	Not Applicable

# PERFORMANCE DASHBOARD (INDUSTRY)

Year to Date View: **FY 2019-20 Q3 (Apr 1, 2019 – Dec 28, 2019)**



**Key Points:**

- Industry gross bet increased slightly over the previous year
- Horse supply weakened, with a drop in unique starters (-1.5%). Starters over this period fell faster (-2.0%) than races (-0.6%).

The fiscal reporting period covered in the dashboard

supply metrics,

Actual results on a year-to-date basis, updated every quarter

	Actual	Prior Year	Change (%) <sup>2</sup>
<b>More self-sufficient sector that sustains jobs</b>			
Gross Bet on Ontario Races (M\$)	909.0	891.3	2.0%
Gross Wagering Commissions (Revenue) to Racetracks (M\$)	158.7		N/A
Total Count of Tickets Sold at Racetracks (Count)		7,076,132	-8.6%
Total # of Unique Starters (Count)		6,654	-2.8%
Total Number of Registered Foals (Count)		Data collected annually.	
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>		Data collected annually.	
Average Field Size (Ratio - # of Starters per Race) <sup>2</sup>	7.7	7.9	-1.5%
Wager to Purse (Ratio) <sup>2</sup>	5.6		N/A
<b>Appropriate return on investment to taxpayers</b>			
Total Other Racetrack Revenue (M\$)			
Total FTEs Employed (Count)			
Racetrack Capital Reinvestment Rate (%) <sup>2</sup>			

Prior year results on a year-to-date basis, updated every quarter

Year-over-year % change for the fiscal reporting period covered in the dashboard

<sup>1</sup> Average Ontario Yearling Sales Price is for Thoroughbred & 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. The Average Field Size, Wager to Purse ratios and Racetrack Capital Reinvestment Rates are coloured based on "Actual Value". Please refer to the colour legend on Slide 4.



# PERFORMANCE DASHBOARD (INDUSTRY)

Quarterly View: FY 2019-20 Q1 to Q3 (Apr 1, 2019 – Sep 28, 2019)



## Key Points:

- Q3 gross bet was essentially flat (-0.1%), after a weaker Q2 (-1.5%) and a very strong Q1 (+9.3%).
- Unique starters fell very slightly (-0.6%), improving on horse supply weakness from Q1 and Q2. Average field size was impacted, dropping slightly as well (-0.9%).

Metric Name	Q1	Q2	Q3	Q4	YTD <sup>2</sup>
<b>More self-sufficient sector that sustains jobs</b>					
Gross Bet on Ontario Races (M\$)	275.0	358.0	276.1		909.0
Gross Wagering Commissions (Revenue) to Racetracks (M\$)	53.1	56.2	49.4		158.7
Total Count of Tickets Sold at Racetracks		3,079,620	1,614,734		6,464,189
Total # of Unique Starters (Count)		4,940	4,226		6,469
Total Number of Registered Foals (Count)	Data collected annually.				
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.				
Average Field Size (Ratio - # of Starters per Race) <sup>2</sup>	7.6	7.6	8.0		7.7
Wager to Purse (Ratio) <sup>2</sup>	6.4	5.2	5.4		5.6
<b>Appropriate return on investment to taxpayers</b>					
Total Other Racetrack Revenue (M\$)	38.0	35.6	37.1		110.7
Total FTEs Employed (Count)	Data collected annually.				
Racetrack Capital Reinvestment Rate (%) <sup>2</sup>	17.6%	17.7%	8.8%		15.9 %

Fiscal quarter results

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# RESTRICTIONS & LIMITATIONS



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