

To create a vibrant and sustainable racing industry Racing Queensland (RQ) and clubs must work together to optimise existing assets and develop new assets that will provide benefits to industry participants, racing fans and the broader community.

RQ has access to limited resources for the development of racing infrastructure and it is important that clubs consider their requirements for developing and maintaining their infrastructure to the required standards.

The Racing Infrastructure Fund (RIF) is funding set aside by the Queensland Government from the exclusive wagering licence fee paid by UBET to be expended on key priority infrastructure projects for the growth and sustainability of the Queensland racing industry. Under approved RIF Guidelines, RQ can make application to the Government for RIF funding to undertake approved projects. RQ's Infrastructure Plan, which has been endorsed by Government, details the vision for the key strategic infrastructure projects to be funded under the RIF.

It is the responsibility of the race clubs to proactively source funding for their development and infrastructure requirements. There are many ways that clubs can finance the replacement or improvement of their asset base. This document aims to provide clubs with information regarding development and infrastructure funding options.

Country Racing Program (CRP)

The CRP is a Queensland Government program designed to support non-TAB thoroughbred racing and includes an allocation of \$10.4 million for infrastructure projects, to be expended over a four-year period, concluding in 2021.

This program is limited to non-TAB thoroughbred country racing clubs only.

Eligible projects include repairs and maintenance of infrastructure and asset replenishment or replacement as required. To participate, clubs must access the CRP online portal and complete the application form.

Clubs wishing to apply for the CRP should go to: <https://www.racingqueensland.com.au/crp>

Self-Funded

Primarily clubs should seek to self-fund projects and purchases from their trading profits as this is the fastest method to acquire new assets.

Furthermore, many of the external and third-party solutions listed below (including partnerships, commercial arrangements and grants) may require the club to co-contribute a monetary amount towards the project.

Clubs with insufficient cash resources are encouraged to create opportunities to increase capital to fund projects. This may include implementing fundraising and sponsorship programs.

Utilisation of Unused Capital

There are many ways clubs may maximise value from their assets. In the past clubs have liquidated unused machinery and equipment, leased excess buildings and space and subdivided land for commercial developments to access locked capital.

Note: In accordance with RQ Management of Clubs Policy, clubs require RQ's permission before dealing with or selling any assets. If your club believes there are club assets that would serve better use if utilised in another manner, please contact RQ to discuss what options are available to you.

External Finance

Where a club is profitable or a project is expected to generate a commercial outcome, the club may consider seeking a loan and external finance for the venture.

RQ can support clubs in this regard by providing assurance of future racing programs and forecast club operational funding.

Note: In accordance with RQ Management of Clubs Policy, clubs require RQ's permission before entering into such an arrangement and providing security over any assets.

External Grants

Racing clubs have access to several external grant sources including:

Gambling Community Benefit Fund (GCBF)

The GCBF is Queensland's largest grants program, distributing approximately \$54 million per year to not-for-profit groups, including race clubs. The fund allocates grants to not-for-profit groups to enhance their capacity to provide services, leisure activities and opportunities for Queensland communities. Grants are available from \$500 to \$35,000.

Applications are prioritised from 1 (the highest) to 5 (the lowest). The GCBF Committee consider funding from all priorities however allocate funding to higher priorities first. Funding priorities are:

- **Priority 1** - Facilities directly affected, damaged or destroyed by a declared natural disaster in the last 2 years;
- **Priority 2** - The purchase of equipment and/or facility improvements;
- **Priority 3** - The purchase of buses, cars, caravans, boats, tractors, trailers, mowers, etc;
- **Priority 4** - Community events, training, workshops, programs, festivals, publications and website development;
- **Priority 5** - Applications by organisations that have received a grant or grants from the GCBF of more than \$15,000 in the past two years.

Clubs wishing to apply for a grant under the GCBF should go to:

www.justice.qld.gov.au/corporate/initiatives/community-grants

RQ can assist with your grant application and provide letters of recommendation.

Building Better Regions Fund (BBRF)

The BBRF is part of the Australian Government's commitment to create jobs, drive economic growth and build stronger regional communities into the future.

The Infrastructure Stream of the Fund provides organisations with grants of between \$20,000 to \$10 million to support projects which involve the construction of new infrastructure, or the upgrade or extension of existing infrastructure that provide economic and social benefits to regional and remote areas.

Clubs wishing to apply for a grant under the BBRF should go to:

www.business.gov.au/assistance/building-better-regions-fund

RQ can assist with your grant application and provide letters of recommendation.

Local Government Grants

Councils regularly implement their own public grant schemes to support community development and initiatives. Clubs are encouraged to contact their local council to keep up to date with the grants available in their region.

Furthermore, many Councils hold workshops or have staff who can assist clubs in writing external grant applications.

Other External Grants

Details of other external grants can be found at:

www.racingqueensland.com.au/Corporate/Club-Venue/Club-Compliance-Licensing/Grants

Local Government Support

Racing activities bring considerable social and economic benefits to a region, and RQ encourages all clubs to foster and cultivate relationships with their Local Government Authorities (LGA's).

In many instances the Councils and community benefit greatly from the business, goodwill and social interaction generated by racing events and where possible clubs should leverage these outcomes and seek support from their Council for development works.

Councils regularly implement their own public grants to support community development and initiatives and have access to alternative grants from State and Federal funding schemes that are exclusive to LGAs.

Commercial Arrangements and Partnerships

Some clubs have opted to enter into commercial arrangements with external parties to fund future enterprises. Such arrangements may include but are not limited to:

- Specific sponsorship of a development in return for naming rights of an asset. For example, naming rights to a grandstand or bar.
- Development arrangements on non-essential club land, whereby a development partner will bear the construction costs and both parties will profit share in the commercial outcome. For example, the Brisbane Racing Club entered in to an arrangement with Lendlease to build a retirement village at Doomben.

Mutually Beneficial Partnering with other Bodies

Clubs may also benefit from mutually beneficial partnering with other groups and organisations. For example, a pony club that shares the internal area of a thoroughbred racetrack will have access to funding via sporting and recreation grants which would otherwise be unavailable to a race club.

A mutually beneficial partnering arrangement could see a race club share its facilities such as stables / tie-up stables / wash bays / toilets etc and benefit from the resources that other clubs and groups have access to.