BUSINESS CASE

Tasmanian Thoroughbred Trainer

Restricted Licence & Retainer Program

Prepared by: Ben Sellenger, Alignsport

Date: April 2025 | Version: 3.0 —**DRAFT FOR CONSULTATION & DISCUSSION**

Executive Summary

PLEASE NOTE: This discussion document is intended to propose a solution to a sustainability and succession issue facing Tasmanian Trainers. In order to assist with consideration, we have proposed numbers of licences, and values of retainers. The appropriate numbers vary accordingly to stakeholder sentiment or risk appetite, but the key initial question will be one of principle – will a revised restricted licence model provide a solution to a key structural failure (we can adjust numbers to fit).

Tasmania's thoroughbred racing industry faces a structural crisis in its trainer cohort that, if left unaddressed, threatens the long-term viability of the sport in the state. Trainer numbers have fallen 16% in four years. The cohort is ageing with no discernible succession pipeline. Leading trainers face financial pressure from rising costs, unregulated fee competition, and an income base that is entirely variable. Financial stress within the training community elevates integrity risk. Without trainers there is no industry.

This business case proposes the creation of a Tasmanian Thoroughbred Trainer Restricted Licence and Retainer Program — a structural reform drawing on the internationally recognised Hong Kong Jockey Club model, adapted for Tasmania's scale and circumstances.

The program introduces three restricted professional licence tiers within a reformed licensing framework:

- **Class A Licence:** five (5) licences for Tasmania's leading trainers (by prior year prizemoney), attracting a $120,000 annual retainer.
- **Class B: Licence:** five (5) licences for the next tier of professional trainers, attracting an $80,000 annual retainer.
- **Next Gen Licence:** Four (4) licences for emerging Tasmanian trainers aged under 40 meeting Tasmanian heritage and pathway criteria, attracting a $60,000 annual retainer.
- **Open:** Unlimited additional licences (subject to existing criteria) for all other participants; no retainer, full existing prizemoney entitlement unchanged.

The funding mechanism uses a restructured **Trainer Fund** within the existing published prizemoney framework. All races continue to be promoted with the same total prizemoney. A 10% Trainer Fund is identified as a separate component of each race's prize distribution. For Class A, B and Next Generation licensed trainers, the Fund splits all prizemoney earned 50/50, with 5% is paid directly to the trainer on race day, and 5% is retained by Tasracing to offset retainer costs for those licenced participants. For all other Trainers under an Open Licence, the full 10% is paid directly as it is today — there is no change to their prizemoney entitlement. Owner prizemoney is completely unchanged under all scenarios.

Financial Summary (FY2025 basis)

5 × $120,000 (Class A) + 5 × $80,000 (Class B) + 4 × $60,000 (Next Gen) = $1,240,000 per annum.

Trainer Fund contributions to Retainer Pool from races: ~$564,000/yr (based on FY24/25 results). Tasracing additional contribution to fund gap: ~$676,000/yr. Total additional Tasracing investment: ~$609,000/yr. Every licensed trainer benefits financially versus the current model. Owner prizemoney: unchanged. Open Licence trainer prizemoney: unchanged.

It is proposed this program also introduces more a more detailed and formalised data-sharing framework requiring all licensed trainers to provide Tasracing with real-time access to gallop times, trial times, GPS tracking, heart rate data, and other agreed performance metrics (if available, with Tasracing to enable over time) - enabling commercialisation, publication, and technology partnerships, as well as an enhanced product for media and WSP partners, as well as owners and the wagering audience. It will also impose stricter regimes on financial disclosures, training fee levels, enhanced media and content obligations, and stricter integrity measures.

1. The Problem: Why the Current Model Is Failing

1.1 Four Years of Structural Decline

Metric	FY2022	FY2023	FY2024	FY2025	Trend
Total Licensed Trainers	105	99	101	88	▼ –16%
Total Horses in Work	912	903	911	866	▼ –5%
Total PM Distributed	$14.21M	$16.55M	$17.47M	$17.04M	▲ +20%

Despite a 20% increase in total prizemoney distributed over four years — a genuine and meaningful investment by Tasracing — the trainer cohort has contracted by 16%. This reveals that growth in aggregate prizemoney does not, by itself, solve the structural problem. The issue is how the money is distributed, not just how much there is.

Concentration of prizemoney — FY2025

Tier	Trainers	Horses	PM Won	% of Pool
$600,000+	7	368	$9,113,308	53.5%
$300,000–$600,000	7	128	$3,133,030	18.4%
$100,000–$300,000	19	171	$3,234,805	19.0%
$1–$100,000	52	196	$1,558,097	9.1%
$0 won	3	3	$0	0%
Total	**88**	**866**	**$17,039,240**	**100%**

7 trainers (8% of the cohort) won 53.5% of all prizemoney. 55 trainers (62%) won less than $100,000 each before costs — for a full-time professional, that is not a viable income and highlights the ongoing pressure contributing to both decreasing trainer numbers and lack of future succession.

1.2 Key Structural Pressures

(a). Lack of financial viability

Training fees of $65–$85 per horse per day have not kept pace with rising costs of labour, feed, veterinary care, and insurance. The trainer's 10% Trainer Fund share provides variable income entirely dependent on competitive performance. For trainers outside the very top tier, the combination of flat fees and modest race income does not support a viable professional business. The current model creates a race to the bottom on training fees as trainers compete for horses from an owner base that is itself under pressure.

(b). Ageing cohort and absence of succession pipeline

Trainer numbers have fallen from 105 to 88 in four years. The average age of active trainers is rising, and a greater volume of horses is controlled by trainers over the age of 60 than ever before. Younger members of racing families — who might otherwise take over established operations — are choosing not to enter the profession, having observed its financial and personal demands. Without deliberate structural intervention to make the career financially viable and clearly accessible for young people, Tasmania will face an acute leadership gap within a decade.

(c). Fee competition and industry cannibalisation

Without a regulated fee floor, trainers compete destructively on price. This is particularly acute where hobbyist trainers — who do not depend on the income — can offer very low fees, undermining the market for professional trainers who do. Unregulated fee competition ultimately harms all participants, reducing the quality of horse preparation and the stability of the training industry. We are increasingly seeing variable fee or zero fee models instead increasing trainers prizemoney share – which raised both financial pressure issues as well as enhanced integrity concerns.

(d). Financial stress and integrity risk

There is a well-documented correlation between financial stress in racing participants and elevated integrity risk. When money is tight, the temptation to engage in conduct that breaches the Rules of Racing increases. Protecting the integrity of racing requires that trainers are operating from a position of reasonable financial stability. The current model does not provide that for a significant proportion of the professional cohort.

2. International Precedent: The Hong Kong Jockey Club Model

The Hong Kong Jockey Club (HKJC) trainer model is widely regarded as the world's leading example of a professionally structured, geographically contained racing jurisdiction. While operating at a vastly different scale to Tasmania, its structural principles translate directly.

2.1 Key Features

- **Restricted licence numbers**: approximately 22–28 licensed trainers at any time, controlled by the Licensing Committee through annual renewal against published performance benchmarks.
- **Centrally administered costs**: HKJC pays for all stable costs - feed, veterinary services, stabling, security, and training facilities. Owners are billed directly by HKJC eliminating working capital risk.
- **Trainer income — two components**: HKJC trainers are not salaried employees of the Club. Their income derives from two sources. First, a training fee paid by owners for each horse in work — currently approximately AUD $6,000 per horse per month (roughly HK$30,000–35,000), collected by the HKJC from owners and passed directly to the trainer's bank account. Second, approximately 9.2% of prizemoney won (stable staff receive a further 10.8% collectively) from prize pools that are among the world's largest. The critical distinction from the Australian model is that trainers carry essentially zero operating costs — all stabling, feed, veterinary services, stable staff wages, and facilities are absorbed by the HKJC (see below). The training fee income is therefore near-pure profit, creating a very high-margin income floor even before prizemoney is considered.
- **Performance benchmarks**: mandatory minimum wins per season. Three failures to meet benchmarks can result in licence cancellation. Licences have real value and must be earned.
- **Formal training pathways**: the HKJC Racing Talent Training Centre operates Level 1–4 accredited programs covering stable management, horse care, race preparation, assistant trainer functions, and business management — creating a structured pipeline from stable hand to licensed trainer.

> **Core Insight from the HKJC Model**
>
> Restricting trainer numbers, eliminating operating cost risk, and demanding performance accountability creates a stable, professional, and high-integrity training cohort. Trainers in Hong Kong focus on training horses — not on managing cash flow, chasing debtors, or competing on price. Their training fees are guaranteed income with near-zero cost exposure; their prizemoney is a performance bonus on top

2.2 Adaptation for Tasmania

Tasmania cannot and should not attempt to replicate every feature of the HKJC model. Tasmania cannot centralise all stable costs or absorb all staffing overheads as the HKJC does, nor take risk and administer the payment of training fees as a pass through. The key transferable principles are:

(a) restrict professional licences to a merit-selected cohort;

(b) provide an income floor through a guaranteed retainer (replicating the role of the HKJC's cost-free, high-margin training fee income);

(c) retain race-day performance incentives;

(d) attach meaningful obligations to the privilege of a professional licence;

(e) create a formal lower tier for other semi-professional & hobbyist participants; and

(f) and invest in succession through formal training pathways.

3. Proposed Licence Structure

3.1 Four-Tier Framework Overview

Feature	Class A	Class B	Next Gen	Open
Licences available	5	5	4	Unlimited
Annual retainer	$120,000	$80,000	$60,000	None
Trainer Fund	5%	5%	5%	10% (unchanged)
Training fee range	$70–$100/day	$70–$100/day	$60–$90/day	Unregulated
Min horses in work	25 at all times	20 at all times	8 at all times	None
Min Starters per month	TBA	TBA	TBA	NA
Max horses in training	No cap	No cap	No Cap	No Cap
Data sharing	Full program	Full program	Full program	Basic
Integrity deed	Enhanced	Enhanced	Enhanced	Standard rules
Media obligations	Full program	Full program	Full program	None
Mentoring obligation	1 apprentice	1 apprentice	Mentored by A/B	None
Annual KPI review	Yes	Yes	Yes (developmental)	No
Subsidised stabling	Eligible	Eligible	Priority eligible	Not eligible
Licence term	Annual	Annual	Three (3) Years	Annual
Selection basis	Top 5 by prior FY PM	Next 5 by prior FY PM	Age/heritage/pathway criteria	Standard Tasracing licensing

3.2 Class A Licence

Class A Licences are awarded to the five (5) Tasmanian-based trainers with the highest prizemoney in the preceding financial year. This creates an objective, transparent, annually-refreshed basis for determining the top tier — no subjective panel assessment is needed for the primary selection criterion, though the application process includes infrastructure inspection and integrity assessment.

Class A Licence Obligations

- Training fees: minimum $70/day, maximum $100/day. No undercutting below the floor. To be reviewed on an annual basis.
- Minimum 25 horses in active training. Sustained breach for more than 60 days triggers licence review.
- Minimum starters per month (TBA)
- Execution of an Enhanced Integrity Deed including mandatory self-reporting, enhanced swabbing cooperation, and financial disclosure to Tasracing on request.
- Full data sharing with Tasracing (see Section 5).

- Media program: minimum requirements in terms of content creation and social media commitments and branding, and availability for broadcast commitments (Media Program to be developed).
- Engagement and supervision of one registered apprentice trainer.
- Annual KPI review. Two consecutive years of KPI failure triggers show cause process.

3.3 Class B Licence

Class B Licences are awarded to the next (5) five Tasmanian-based trainers by prior year prizemoney — trainers ranked 6th through 10th. Obligations mirror Class A but with adjusted minima reflecting the different scale of operation.

Class B Licence Obligations

- Training fees: minimum $70/day, maximum $100/day.
- Minimum 20 horses in active training.
- Minimum starters per month (TBA)
- Enhanced Integrity Deed, full data sharing, media program, and mentoring obligations as per Class A.
- Annual KPI review.

3.4 Next Generation Licence

The Next Generation Licence is one of the most strategically important elements of this program. Tasmania's ageing trainer cohort is an existential risk to the industry within 10 years. These four dedicated licences create a formal, funded pathway for the next generation of Tasmanian trainers — providing economic security during the most challenging early years of building a professional career.

Next Generation Eligibility Criteria

1. Age: 40 years or under at the date of application.
2. Tasmanian heritage: applicant must be a current Tasmanian resident and meet at least one of: (a) born in Tasmania; (b) completed secondary schooling in Tasmania; or (c) at least five years of continuous Tasmanian residency at the date of application. The intent is to develop Tasmanian talent, not attract interstate trainers.
3. Industry pathway: must have completed or enrolled in an approved trainer education program (the proposed Tasracing–TAFE Tasmania apprentice trainer pathway or equivalent recognised qualification), OR have worked as a registered assistant trainer or stable employee under a Class A or Class B licensed trainer for a minimum of two consecutive years.
4. Minimum horses: demonstrated ability to attract and maintain at least 8 horses in work at time of application.
5. Clean integrity record under the Rules of Racing.
6. Business plan: must demonstrate a viable pathway to Class A or Class B eligibility within the three-year Next Generation Licence term.

Next Generation Licence Design Features

- The $60,000 retainer is a developmental income. Combined with training fees from 8+ horses ($60–$90/day), it represents a genuinely viable entry-level income for an emerging professional.
- Next Generation Licences are non-renewable. Within three (3) years, the licensee must qualify for a Class A or Class B Licence or revert to the Open category — creating urgency and incentive to grow.
- Next Generation licensees are mentored by a designated Class A or Class B trainer. This relationship is formally documented, with quarterly progress reports submitted to Tasracing.
- KPIs for Next Generation licensees are developmental: horse numbers growth, client acquisition, integrity record, participation in the media and data programs, and progress toward Class A/B eligibility criteria.

- When a Next Generation vacancy arises (through transition to Class A/B or exit), a new application round opens within 90 days — keeping the pipeline continuously active.

3.5 Open Licence — Unlimited

Tasmania's racing ecosystem is genuinely enriched by trainers who participate through passion rather than profession. The Open Licence acknowledges and values this contribution while creating a clear distinction between professional and recreational participation.

- All Trainers under Open Licences are subject to standard Tasracing licensing requirements — no new obligations are imposed.
- It is proposed that for an initial two (2) year period, that all remaining Trainers become eligible for an Open Licence (with no cap on numbers), and no restriction on either horse numbers or starters per month. This will provide significant opportunity for all professional trainers (or hobbyist trainers) to look to grow and secure a Class A or Class B licence.
- It is then proposed that after the first two (2) year period, a limit is placed on Open Licence numbers (5 to 10 licences) to provide a smaller professional trainer cohort and more restricted access to Prize money (and ongoing business sustainability). An additional Hobbyist Licence Category may be created with struct limitations on horse numbers and monthly starter levels.
- The basis for this transition would be to amplify the ongoing sustainability of the professional trainer ecosystem. In FY2025, outside the leading 14 trainers, the next 71 Trainers shared in almost $4.8 million in Prizemoney. Restricting additional Open Licences would increase the sustainability of those additional professional trainers and provide upward pressure and competition on Class A and Class B Licences. .
- The Open Licence Trainer Fund entitlement is completely unchanged — they receive 10% of their horses' earnings from every race, as they do today.
- Trainers under an Open Licence are not entitled to the retainer, the regulated fee regime, subsidised stabling, or ancillary support programs.
- Trainer who meets the Next Generation eligibility criteria may apply for a Next Generation Licence when vacancies arise — the pathway from Open Licence to funded professional is always open.

3.6 Annual Tier Assignment Process

Class A and Class B assignments are refreshed annually based on prior financial year prizemoney rankings among Tasmanian-based trainers. This creates a dynamic meritocracy: a trainer who has a strong year can move from Class B to Class A; a trainer whose performance declines may move from Class A to Class B. Trainers are notified of their tier status no later than 60 days before the new racing season.

The annual ranking process provides clarity and transparency. No panel assessment of performance is required for tier movement — the prizemoney table is the objective determinant. It also provides a marketable commodity and ongoing industry narrative, as the relegation and promotion scheme has real significance.

Licence holders who fall outside the top-10 rankings retain their licence but are reclassified to Open Licence for the following year, with the right to reapply in subsequent years. This protects licensees from a single poor year while maintaining the integrity of the merit-based structure.

4. Prizemoney Distribution — Mechanics of the Trainer Fund

4.1 The Core Principle

The published prizemoney for every Tasmanian thoroughbred race remains exactly as it is today — unchanged in total value, unchanged in how it is advertised to owners, and unchanged in the amount owners receive. The reform affects only how the Trainer Fund component of each race's prize distribution is allocated, based on the licence tier of the winning trainer.

Key Principle

Owner prizemoney is completely unchanged. Hobbyist trainer prizemoney is completely unchanged. The restructuring affects only the allocation of the Trainer Fund component for Class A, Class B, and Next Generation licensed trainers, replacing variable race-day income with a predictable monthly retainer supplemented by a 5% race-day payment.

4.2 How Prizemoney Is Currently Structured

In Australian racing, published prizemoney represents the total prize pool distributed to connections of the placed horses. Within that total, standard allocation percentages apply:

Recipient	Share	
Owner	82.5%	$24,578
Trainer Fund	10.0%	$2,979
Jockey	5.0%	$1,490
Levies and other	2.5%	$745
Total	100%	$29,792*

*≈Average Tasmanian Thoroughbred PM

4.3 The Restructured Trainer Fund

Under the proposed model, the Trainer Fund remains at 10% of each race's prizemoney. What changes is how that fund is distributed, based on the licence tier of the winning (or placed) trainer:

Trainer Licence	Trainer Fund Destination	Trainer's Race-Day Receipt	To Retainer Pool
Class A	5% direct to trainer + 5% to Retainer Pool	5% of horses' earnings	5% of horses' earnings
Class B	5% direct to trainer + 5% to Retainer Pool	5% of horses' earnings	5% of horses' earnings
Next Generation	5% direct to trainer + 5% to Retainer Pool	5% of horses' earnings	5% of horses' earnings
Open	10% direct to trainer — unchanged	10% of horses' earnings	Nil

Worked Example

Recipient	Class A/B/NG trainer wins	Hobbyist trainer wins
Owner	$24,578 (82.5%) — unchanged	$24,578 (82.5%) — unchanged
Trainer (race-day)	$1,490 (5% of Fund)	$2,979 (10% of Fund) — unchanged
To Retainer Pool	$1,490 (5% of Fund)	$0
Jockey	$1,490 (5%) — unchanged	$1,490 (5%) — unchanged
Levies	$745 (2.5%) — unchanged	$745 (2.5%) — unchanged
Total distributed	**$29,792**	**$29,792**

The race is advertised as a $29,792 race. The total prize is fully distributed regardless of who wins. The owner always receives $24,578. The Jockey and levies are unchanged. The only variable is whether the Trainer Fund's 5% pool contribution flows to the Retainer Pool (Class A, Class B or Next Gen Trainer) trainer) or directly to the trainer (Open Licence).

5. Financial Model

5.1 Retainer Cost and Funding Sources

Component	Amount	Notes
Class A retainer (5 × $120,000)	$600,000	Top 5 Tasmanian trainers by prior FY PM
Class B retainer (5 × $80,000)	$400,000	Next 5 Tasmanian trainers by prior FY PM
Next Gen retainer (4 × $60,000)	$240,000	Emerging trainers
Total annual retainer cost	$1,240,000	
Retainer Pool (5% trainer contributions)	$564,369	Based on FY2025 PM data (+ ≈Next Gen)
Tasracing gap contribution	**$675,631**	**Additional investment required**

5.2 Trainer-by-Trainer Impact Analysis — FY2025 Basis

The following table demonstrates the financial impact for each trainer in the proposed Class A and Class B cohorts, comparing their current 10% Trainer Fund income against the new model of 5% race-day payment plus annual retainer. All figures are based on FY2025 actual prizemoney won.

Trainer	FY25 PM Won	Current 10%	Tier	Retainer	5% Race	New Total	Change
John Blacker	$2,353,335	$235,334	Class A	$120,000	$117,667	$237,667	+$2,333
John Keys	$1,341,345	$134,134	Class A	$120,000	$67,067	$187,067	+$52,933
Barry Campbell	$1,326,105	$132,610	Class A	$120,000	$66,305	$186,305	+$53,695
Glenn Stevenson	$1,279,125	$127,912	Class A	$120,000	$63,956	$183,956	+$56,044
Stuart Gandy	$1,122,500	$112,250	Class A	$120,000	$56,125	$176,125	+$63,875
Adam Trinder	$1,038,210	$103,821	Class B	$80,000	$51,910	$131,910	+$28,090
Sigrid Carr	$652,688	$65,269	Class B	$80,000	$32,634	$112,634	+$47,366
Imogen Miller	$582,663	$58,266	Class B	$80,000	$29,133	$109,133	+$50,867
John Luttrell	$550,920	$55,092	Class B	$80,000	$27,546	$107,546	+$52,454
Jessie Bazan	$540,485	$54,048	Class B	$80,000	$27,024	$107,024	+$52,976

Providing a one-off bonus payment to the Trainer Prizemoney winner (i.e. $25,000), but reducing the Retainers for Class A ($90,000) Class B ($60,000) and Next Gen ($50,000) would reduce cost of program by ≈$250,000 (to ≈$400,000), whilst maintaining the positive financial position for all participants.

Next Generation licences

Trainer	Est. PM Won	Current 10%	Retainer	5% Race	New Total	Change
Next Gen A (~15 horses)	$180,000	$18,000	$60,000	$9,000	$69,000	+$51,000
Next Gen B (~12 horses)	$140,000	$14,000	$60,000	$7,000	$67,000	+$53,000
Next Gen C (~10 horses)	$100,000	$10,000	$60,000	$5,000	$65,000	+$55,000
Next Gen D (~8 horses)	$80,000	$8,000	$60,000	$4,000	$64,000	+$56,000

> **Key Finding — Universal Benefit**
> Every eligible Tasmanian trainer benefits under this model. The breakeven point — where 5% race-day plus retainer equals the current 10% income — is $2,400,000 in prizemoney won for Class A. John Blacker is the only trainer near this threshold; at $2,353,335 in FY2025, he comes out $2,333 ahead. All other licensed trainers gain between $28,000 and $64,000 per year.

5.3 Prizemoney Sensitivity Analysis

The Tasracing gap contribution reduces as the total prizemoney pool grows. The table below shows the gap at different prizemoney levels, assuming the same proportion of races won by licensed trainers:

Total PM Offered	Retainer Pool from Races	Tasracing Gap	Additional Investment
$17.2M (FY2025 actual)	$564,369	$675,631	$609,068
$18.0M	$591,995	$648,005	$581,434
$19.0M	$624,884	$615,116	$548,545
$20.0M	$657,772	$582,228	$515,657
$22.0M	$723,550	$516,450	$449,879
$25.0M	$822,216	$417,784	$351,213

5.4 Ancillary Support Programs

Program	Description	Estimated Cost	Priority
Subsidised stabling	Subsidised access to Tasracing-owned or leased stabling for Class A/B licensees & Next Gen	TBA	High
Centralised feed purchasing	Tasracing negotiates bulk supply contracts, on-sells at cost	Cost-neutral	Medium

Program	Description	Estimated Cost	Priority
Veterinary services scheme	Negotiated discounted veterinary agreements for licensees	Cost-neutral	Medium
Apprentice Trainer Pathway	Formal certificate program — partnership with TAFE Tasmania or UTAS	TBA	High
Professional Development Fund	Annual fund for approved study tours, courses, interstate visits	TBA	Medium
Technology adoption subsidy	GPS/HR monitoring equipment subsidy via technology partnerships	Partnership-funded	Medium

6. Data Sharing Framework

6.1 Strategic Opportunity

Professional trainers generate significant volumes of training, performance, and physiological data that is currently entirely siloed within individual stables. Gallop times, trial data, GPS positioning, heart rate, and biometric data from wearable technology has commercial, media, integrity, and analytical value that, at present, flows only within individual operations and is unavailable to the relevant PRA, owners, wagering operators, or the broader industry.

And in many cases for Tasmanian trainers, they do not have access to the equipment or platforms to capture, record and access this data which is widely available and utilised across the industry.

The Restricted Licencing scheme may provide the regulatory foundation to provide a central stable technology platform to all Trainers, but also work with technology providers to provide a standardised suite or technology / equipment to Class, A, Class B and Next Gen Trainers to not only improve professionalism, but provide unique and commercial data for Tasracing and our audience.

Data sharing will become a core obligation of Class A, Class B, and Next Generation Licence holders — one of the meaningful obligations that justifies the financial security of the licence. In exchange for the retainer and regulatory protections, licensed trainers open their operational data to Tasracing for agreed purposes.

This will be a journey, but should be considered as part of the licencing process.

6.2 Example Data Categories and Requirements

Data Category	Mandatory?	Frequency	Tasracing Use
Gallop times (all trackwork)	Yes	Digital upload within 24 hrs	Form publication, media, integrity monitoring
Trial times (official and unofficial)	Yes	Real-time via timing integration	Published form guide, wagering transparency
GPS tracking data (position, pace, splits)	Yes (if GPS in use)	Automatic via platform API	Race replay, pace maps, media content
Heart rate / biometric data (Equimetre etc.)	Yes (if HR in use)	Automatic via platform API	Equine health benchmarking, research, media
Training program schedule	Yes	Monthly declaration	Integrity monitoring, welfare

6.3 Tasracing's Rights Over Shared Data

- **Publication**: Tasracing may publish gallop times, trial times, and agreed performance data to owners, the public, media, and wagering operators in any format it determines appropriate.
- **Commercialisation**: Tasracing may enter commercial agreements with data aggregators, form guide publishers, wagering platforms, and media organisations using trainer program data. Individual trainer data will not be sold to third parties without consent; aggregated and anonymised program data may be commercialised freely.
- **Technology Partnerships**: Tasracing may form partnerships with technology providers — including Equimetre, GPS platforms, and heart rate monitoring providers — and may require licensed trainers

to adopt and use specified technology as a condition of their licence. Tasracing will negotiate preferred pricing or subsidised equipment access as part of any such partnership.

- **Integrity Use**: all shared data may be used by Tasracing's integrity unit and Racing Tasmania's stewards for investigating potential racing rule breaches, unusual performance patterns, or horse welfare concerns.
- **Research**: Tasracing may use aggregated data for research partnerships with universities, veterinary institutions, and racing industry bodies.

6.5 Technology Adoption Pathway

Year	Requirement	Support
Year 1	Gallop and trial time upload (manual or existing timing systems)	Tasracing provides digital upload portal at no cost to licensees
Year 2	GPS tracking adoption for at least 50% of trackwork horses	Tasracing subsidises GPS collars via technology partnership negotiation
Year 3	Full GPS integration; Equimetre or HR monitoring available for all horses if commercially viable	Tasracing negotiates industry rate; commercial revenue shared with licensees

7. Implementation Roadmap

Phase	Timeline	Key Actions
Phase 1 Consultation & Design	Months 1–3	Trainer cohort consultation and model refinement based on feedback. Legal review of licence deed, competition law, and Racing Act amendment requirements. Finalise data sharing framework and technology partner shortlist.
Phase 2 Regulatory Framework	Months 3–5	Amend Racing Rules to create licence structure. Draft standard licence agreements (Class A, B, and Next Gen). Develop annual tier assignment process and KPI framework. Draft Data Sharing Agreement template.
Phase 3 Application & Selection	Months 5–7 (to Overlap conclusion of Racing season)	Open application period (Next Gen)(6 weeks). Next Gen applications assessed by Licence Panel. Official FY27 PM Table results finalised and Class A / Class B Offers made, Facilities inspections conducted. Successful applicants announced. Appeals process open.
Phase 4 Transition	Months 7–9	Execute licence agreements. Commence retainer payments. Activate data upload portal. Establish mentoring program. Implement regulated fee schedule.
Phase 5 Year 1 Review	Month 18	Comprehensive review: KPI performance, industry sentiment, Retainer Pool performance, financial outcomes. Assess technology adoption progress. Adjust program parameters as required.

7.1 Governance

The program is governed by a **Trainer Licence Committee** comprising: CEO or delegate of Tasracing (Chair); General Manager — Racing Operations; an independent integrity officer (advisory); one elected Class A trainer representative (non-voting in individual licence decisions); and one owner/breeder representative. The Committee meets quarterly on performance and compliance, and annually for formal tier assignments and licence reviews.

7.2 Key Risks and Mitigations

Risk	Likelihood	Impact	Mitigation
Legal challenge from unlicensed trainers (competition law)	Medium	High	Legal advice prior to finalisation. Objective published criteria (prizemoney ranking for Class A/B). Formal appeals mechanism. Consistent with Racing Acts.
Trainer resistance to 5% race-day reduction	Low	Medium	Clear financial analysis demonstrating every eligible trainer benefits. Transparent consultation. Annual tier refresh creates ongoing upside incentive.
Insufficient Next Gen applicants in first round	Low	Medium	Active pipeline development: Next Gen Trainer Pathway education program launched 12 months before first application round.

Risk	Likelihood	Impact	Mitigation
Data sharing non-compliance	Low	Medium	Automated compliance monitoring via licence system. Non-compliance = licence review. Technology platforms automate data delivery.
John Blacker (or equivalent top trainer) dissatisfied with Class A rate	Low	Low	At FY2025 PM levels, Blacker is +$2,333 under the model. Performance supplement mechanism available for exceptional cases. Annual retainer review indexed to PM growth.
Hobbyist resentment	Low	Low	Clear communication that hobbyist PM is fully unchanged. Emphasise the industry stability benefit. Transparent public consultation.

7.3 Recommended Next Steps

A. **Discuss**, **amend** and **approve business case** for progression to consultation phase and confirm the recommended funding model.

B. **Commence** Phase 1 consultation with Leading Trainer cohort and ATA commencing within 30 days of Board approval.

C. Commission **legal advice** on the four-tier framework, competition law implications, Racing Act amendment requirements, and the Data Sharing Agreement structure.

D. Engage **Tasracing Integrity Unit** to confirm alignment of the **enhanced integrity deed** with existing regulatory frameworks.

E. Approach **technology partners** — Equimetre, GPS providers, Prism and other agreed platforms — to negotiate partnership and preferred pricing terms for the data program.

F. Develop the **Next Generation Trainer Pathway** education program in partnership with TAFE Tasmania or UTAS — ensuring a pipeline of eligible candidates is actively being trained prior to the first licence round.

G. Develop detailed **licence deed documentation**, application forms, the annual tier assignment process, and the KPI framework.

H. Present the refined model to the Tasracing Board for formal approval prior to industry announcement.

I. **Target program launch date** (Question: do we require a Full Racing Season notice to allow all Trainers opportunity to enhance their position).

Appendix A: Full FY2022–FY2025 Leading Trainer Data

The following presents prizemoney and horse data for the leading Tasmanian trainers across all four financial years. This forms the analytical basis for the Class A and Class B tier assignments.

Trainer	FY25 Horses	FY25 PM	FY24 Horses	FY24 PM	FY23 Horses	FY23 PM	FY22 Horses	FY22 PM
John Blacker	95	$2,353,335	82	$2,008,300	65	$1,675,151	56	$846,831
John Keys	67	$1,341,345	42	$1,596,565	11	$58,867	7	$82,870
Barry Campbell	31	$1,326,105	29	$481,245	26	$770,839	22	$846,221
Glenn Stevenson	41	$1,279,125	45	$1,577,918	34	$805,071	39	$949,408
Stuart Gandy	47	$1,122,500	29	$894,775	28	$611,057	32	$462,043
Adam Trinder	46	$1,038,210	44	$1,079,575	51	$1,359,081	43	$1,418,907
Sigrid Carr	41	$652,688	32	$770,430	37	$448,887	9	$64,351
Imogen Miller	23	$582,663	18	$579,250	14	$331,715	19	$116,701
John Luttrell	27	$550,920	31	$257,255	26	$435,780	26	$391,709
Jessie Bazan	22	$540,485	12	$208,355	—	—	—	—
Leanne Gaffney	21	$462,845	19	$337,440	21	$298,622	16	$239,173
Peter Luttrell	12	$359,218	11	$67,310	9	$100,154	16	$175,501
Sarah Cotton	21	$318,900	24	$275,630	16	$223,144	13	$123,783
Rowan Hamer	20	$249,605	24	$332,248	24	$407,634	23	$260,304
Yassy Nishitani	19	$244,985	19	$232,230	19	$367,090	15	$158,191