



**MINUTES OF THE MEETING OF  
MUSSELBURGH RACING ASSOCIATED COMMITTEE**

**MONDAY 5 MAY 2020  
MEETING HELD BY CONFERENCE CALL**

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**Committee Members Present (via Skype/Phone):**

Councillor F O'Donnell (Chair)  
Councillor S Currie  
Councillor A Forrest  
Councillor K Mackie  
Mr R Miller-Bakewell  
Mr R Anderson Green

**In Attendance (via Skype/Phone):**

Mr B Farnsworth, Racecourse General Manager  
Mr D Kennedy, Racecourse Financial Controller  
Mr A McCrorie, Depute Chief Executive, ELC  
Mr C Grilli, Service Manager, Legal and Procurement, ELC  
Ms R Crichton, Committees Assistant  
Ms J Mackay, Communications Officer

**Clerk (via Skype):**

Mrs L Gillingwater

**Apologies:**

None

**Declarations of Interest**

None

## **1. PUBLIC MINUTES OF MEETING ON 20 APRIL 2020 FOR APPROVAL**

The Committee agreed to approve the public minute of the meeting of 20 April as a true record, subject to the following amendments:

Item 1: Public Minute of Meeting of 24 March for Approval – para. 1 to be amended to read: ‘Noting the decision of Mr Anderson Green and Mr Miller Bakewell not to agree the minute, on the basis that two proposed amendments to Item 4 had been rejected, the remaining members of the Committee agreed to approve the public minute of the meeting of 24 March as a true record, subject to the following amendments ...’

## **2. PROCUREMENT/BHA UPDATE**

A verbal report was delivered by the Council’s Service Manager – Legal and Procurement, providing an update on the procurement process and the Racecourse licence.

Mr Grilli advised that the BHA had agreed to extend the licence until 31 October 2020. On the transfer of the Racecourse to Chester, he indicated that negotiations were continuing positively. He noted that, with racing at a standstill due to the COVID-19 situation, there was no certainty as to the short and medium-term impact on the racing industry. However, both the Council and Chester were working to provide some level of certainty for both parties to operate in a COVID-19 environment. He hoped that he would be in a position to make a more detailed announcement on the operation of Musselburgh Racecourse within the coming weeks.

The Chair welcomed the extension of the licence and expressed her gratitude to the BHA for taking account of the special circumstances.

Mr Miller-Bakewell sought clarification from Mr Grilli as to the date in March on which the Council provided Chester with the contract for signing. He remarked that he assumed it would have been in mid-March in order to meet the 25 March target date. If that was the case, he observed that Chester would have been in possession of the contract for some seven or eight weeks. He asked if there was a deadline by which the contract had to be agreed.

Mr Grilli explained that prior to the COVID-19 outbreak, negotiations were on track for the contract to be finalised and signed by the handover date of 25 March. However, the situation had since changed significantly within the industry as a whole. He assured the Committee that discussions were continuing in order to provide certainty for both parties and in order for the Racecourse to operate in the post-COVID-19 climate. On that basis, he advised that there was no definitive deadline in place, although he hoped that he would be in a position to provide further detail within a few weeks. As regards the date that Chester received the contract, Mr Grilli reiterated that, prior to the COVID-19 outbreak, work had been continuing to finalise the contract, and that therefore no definitive contract had been exchanged. Mr Miller-Bakewell described this explanation as ‘opaque’.

Councillor Currie commented that the contract negotiations were an operational matter, and he assumed that all members of the Committee were in support of the discussions continuing in order to get the transfer concluded. He emphasised the importance of Chester being assured that this was the case. Councillor O'Donnell added that it was also important for the BHA to have this assurance.

Mr Anderson Green expressed concern that the Committee had not been involved in the day-to-day discussions regarding the contract, and questioned whether any changes to the terms of the contract, which had been agreed by the working party, could be made without infringing the entire tender process.

Mr Grilli reassured the Committee that both parties were moving forward in the spirit of the terms of the tender documents, and that discussions were focused on ensuring compliance with the tender process whilst also trying to deal with the impact of COVID-19 on the racing industry.

In response to a request from the Chair, Mr Grilli undertook to update the staff via the GMB on the situation. The Chair highlighted that Mr Grilli would not take any action that would place the Racecourse at risk.

Mr Anderson Green suggested that Chester should be given a deadline by which to conclude the contract, given that the licence had only been extended to October. He also suggested that a 'Plan B' should be in place to avoid further uncertainty for staff and the racing industry.

Councillor Currie sought confirmation from the LRS members that they were in favour of the transfer to Chester going ahead. He felt that it was important to clarify this publicly in order to provide comfort to the Committee, the staff and Chester. Mr Anderson Green confirmed that the LRS was in favour of the transfer, based upon the terms of the tender. However, he could not provide such confirmation if changes had been made to the agreement without the Committee being informed of those changes. He did not feel that Mr Grilli had provided sufficient reassurance on this matter.

The Chair advised that a further meeting of the Committee would be arranged for two weeks' time, and that this matter could be discussed further then.

## **Decision**

The Committee agreed to note the update.

### **3. GENERAL MANAGER'S REPORT**

A report was submitted by the Racecourse General Manager providing an update on the financial forecast, the resumption of racing, and other associated matters.

Bill Farnsworth presented the report, advising that a new financial forecast had been prepared, which was based on the latest information available. He drew attention to the figures set out in Financial Forecast section of the report, which

showed a projected loss of £375,360 in 2020/21. He advised that the Racecourse had started the financial year with a positive balance of £94,780, and anticipated that the closing position in March 2021 would be a loss of £280,580. He noted that if the deal with Chester was concluded by the end of the year, after the sale of the machinery and the Britbet investment, there would be a loss of £56,118. He stressed that these figures were based on the assumptions set out on pages 1 and 2 of the report, assuming no exceptional costs in the current financial year; any such costs would need to be added to those figures.

Mr Farnsworth pointed out that the forecast set out in the report was a cautious one, and that he had believed that it could improve significantly. However, he stressed that he was no longer confident that this was the case, warning that the whole of the flat racing season could take place without spectators, and that the costs associated with racing behind closed doors were higher than anticipated. In speaking to the report, he therefore now felt that the forecast was realistic rather than cautious.

Mr Farnsworth remained optimistic about the future of racing at Musselburgh, and believed that the Racecourse could emerge stronger, with an improved fixture list. However, he estimated that it would take several years to address the deficit. He suggested that future profits should be held in reserve so that the Racecourse could deal with future situations like COVID-19. He noted that the forecast was based on the current operating model, and this was subject to change on the transfer of the Racecourse to Chester.

The Chair believed that racing behind closed doors would have a positive impact on viewers' morale. She asked about plans being prepared for social distancing arrangements. Mr Farnsworth indicated that there were currently no plans in place for social distancing measures, as the main focus was the resumption of racing behind closed doors. He advised that this was a complex logistical issue. He indicated that the industry was prepared for racing behind closed doors to be in place until September. On the resumption of racing, the industry would work with the Government as regards reintroducing spectators.

On the restarting of racing behind closed doors, Councillor Currie highlighted potential risks with spreading the virus if people are travelling between racecourses. Councillor Currie also mentioned that the Chancellor of the Exchequer had just indicated that the continuation of the furlough scheme was not sustainable, and may not continue beyond 2-3 months. That being the case, he asked what the impact would be on the Racecourse and the staff.

Mr Farnsworth advised that he had taken account of that scenario in the financial forecast. He anticipated that there would be no spectators until November, and noted that with the exception of New Year's Day, racing in the winter months was generally not well attended. He maintained the view that Musselburgh was the best-placed racecourse north of Newcastle to restart racing, on the basis of its reputation for staging additional meetings at short notice, the absence of drains on the track, and the good water supply. He was also of the view that Musselburgh was in a good position to stage regular racedays behind closed doors, and that he would be promoting this view within the industry. He also mentioned that the viewing figures for racing behind closed doors would depend on the number of

other sports restarting – fewer sports would benefit racing. Mr Farnsworth reiterated his belief that the Racecourse would recover from the impact of the COVID-19 situation, that the first few years would be focused on addressing the deficit, and that Musselburgh was in a better position than many other racecourses.

The Chair warned that the challenges of racing behind closed doors should not be underestimated. However, she welcomed Mr Farnsworth's positive attitude, which she believed would reassure and motivate staff.

Councillor Forrest also welcomed Mr Farnsworth's positive outlook on the future of racing at Musselburgh. He stressed the importance of the Racecourse working with EnjoyLeisure to ensure that there was no conflict between racing and golf events. Mr Farnsworth indicated that this would be considered; however, it was too early to plan for this as the resumption of the UK racing plan had not been produced. He hoped that Musselburgh would feature in that plan and, that being the case, the Racecourse would work with EnjoyLeisure.

Mr Anderson Green asked about the position regarding the Racecourse rent. Mr Farnsworth advised that the figure of £100,000 stated in the report was an assumption, and that he was still waiting to hear from the Council as to the actual figure. Mr McCrorie advised that this issue was currently under consideration.

In response to a question from Mr McCrorie in relation to the value of machinery, Mr Farnsworth clarified that the value of the machinery was £130,000, and that there was an additional £20,000 of fixtures and fittings.

On the rent, Councillor Currie emphasised the importance of the Council adopting a consistent approach across all of its properties that it leased. The Chair commented that the UK and Scottish Governments were also looking at options as regards rent payments.

## **Decision**

The Committee agreed to note the report.

## **SUMMARY OF PROCEEDINGS**

The Chair informed the MRAC that they would exclude the public from discussion of Item 4, and the minute of private business from the meeting on 20 April 2020, which contained exempt information by virtue of Paragraph 6 (information concerning the financial or business affairs of any particular person other than the Authority) of Schedule 7A to the Local Government (Scotland) Act 1973.

## **HR Matters**

A private report concerning HR matters was approved.

## **Private Minute of the MRAC Meeting of 20 April 2020**

The private minute of the meeting of 20 April 2020 was approved, subject to a number of amendments.

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# MUSSELBURGH RACECOURSE

SINCE 1816

## MRAC Meeting 18 May 2020

### General Manager's Report

# 3

#### Financial Forecast – see background paper 1 & 2

Opening financial position on 1 <sup>st</sup> April 2019	<b>-£149,000</b>
Profit in 2019-20	£293,286
	(incl loss from cancellation of 20 March)
Profit after capex and exceptional costs	£244,380
Closing financial position on 31 <sup>st</sup> March 2020	£94,780
Forecast profit/loss in 2020-21	<b>-£287,160</b>
Closing financial position on 31 <sup>st</sup> March 2021	<b>-£192,380</b>
Add machinery (£130,000), fittings (£20,000) + Britbet investment (£74,462)	<b>£32,082</b>

In reaching a forecast loss of £375k we have made the following assumptions:

- No rent in 2020-21
- No racing until June – **first fixture Saturday 6<sup>th</sup> June**
- Racing behind closed doors (BCD) for the remainder of the flat season
- Racing with spectators resumes in November
- No spike in attendances when racing resumes with spectators (cautious)
- No sponsorship income when racing resumes BCD
- No hospitality income this calendar year
- RMG media rights income down by approx. 50% like for like for fixtures when betting shops re-open
- RMG income £50k per fixture during racing BCD when there are no betting shops open and therefore no SIS betting shop income (cautious – using RMG worst case scenario and their **forecasts of £40-55k for racing BCD**)
- SIS LBO income resumes when betting shops re-open in November and is forecast to be down 30% per raceday due to reduction in betting shops and fewer runners



- Fixed income significantly reduced e.g. Brewers supply discount, share of Britbet profits, fixed advertising income
- All non-raceday events cancelled including Harness Racing
- No support from the HBLB however the small independent racecourses have submitted a paper requesting urgent support for racecourses cancelling fixtures due to COVID-19 – see background paper
- 100% rates relief in 2020-21
- Staff furloughed until end of May and access to Government’s Job Retention Scheme

### **Commentary**

The financial summary is a ‘realistic’ forecast based on the information available at the time.

The BHA state that if all racecourses are able to participate in the Resumption of Racing (RoR) plan, each racecourse will stage 70% of its scheduled number of fixtures. The BHA will produce a fixture list for June and then a fixture list for July and August, which will include the return of National Hunt Racing. Musselburgh stages 7 race meetings during this period so we are hoping to stage 5 or more fixtures. Each fixture will generate a budgeted profit of c£30k. In the budget we are assuming we stage all 7 scheduled fixtures so if we stage 5 then the loss in the current financial year will increase by £60k.

It is likely that staff will be furloughed beyond May; however, the ground staff have been taken off furlough for three weeks in May to prepare the track for the resumption of racing in June. This will cost £4,393.35 in lost government funding.

Depending on the number of fixtures the BHA allocate to Musselburgh, ground staff may go back onto furlough in June and office staff may be kept on furlough till the end of June, which will generate an additional £18,845 in government funding.

### **Resumption of Racing Update**

The BHA have produced a draft Resumption of Racing Plan. Following the announcement by the Government on Monday 11 May, British Racing aims to be staging race meetings behind closed doors on 1<sup>st</sup> June.

All sectors of the sport are working very closely with politicians on the Resumption of Racing Plan. Kenny Macaskill MP (East Lothian) and Colin Beattie MSP (Midlothian North and Musselburgh) are assisting the BHA. Kenny Macaskill has written to Joe Fitzpatrick Minister for Health, Sport and Wellbeing on behalf of the five Scottish MPs with racecourses in their constituencies – see background paper 3.

### **Background papers:**

1. Monthly MRC Management Accounts 2020-21
2. Financial Summary Year End 2020-21
3. Scottish Racecourse MPs to Joe Fitzpatrick



**MUSSELBURGH RACING ASSOCIATED COMMITTEE  
2020-21 MRC ANNUAL MANAGEMENT ACCOUNTS**

Actual		Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Monthly
2019/20	<b>FIXED EXPENDITURE</b>	2020/21	April	May	June	July	August	September	October	November	December	January	February	March	July- March	2020-21
£	<b>Establishment Costs</b>	£	£	£	£	£	£	£	£	£	£	£	£	£	£	£
140,000	Rent	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
115,000	Water, Trade Refuse & non-domestic Rates	25,315	2,110	2,110	2,110	2,110	2,110	2,110	2,110	2,110	2,110	2,110	2,110	2,110	18,986	25,315
35,000	Insurance	33,000	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	24,750	33,000
130,000	Essential Maintenance of Stables & Buildings	60,000	10,000	2,500	2,500	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	45,000	60,000
148,500	Maintenance Track and Grounds	98,500	6,625	9,000	9,000	8,208	8,208	8,208	8,208	8,208	8,208	8,208	8,208	8,208	73,875	98,500
<b>568,500</b>	<b>Total Establishment Costs</b>	<b>216,815</b>	<b>21,485</b>	<b>16,360</b>	<b>16,360</b>	<b>18,068</b>	<b>18,068</b>	<b>18,068</b>	<b>18,068</b>	<b>18,068</b>	<b>18,068</b>	<b>18,068</b>	<b>18,068</b>	<b>18,068</b>	<b>162,611</b>	<b>216,815</b>
	<b>Management Costs incl Furlough Income</b>	<b>-60,000</b>	<b>-30,000</b>	<b>-30,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>60,000</b>
520,000	Salaries, N.I. Etc	470,000	39,167	39,167	39,167	39,167	39,167	39,167	39,167	39,167	39,167	39,167	39,167	39,167	352,500	470,000
275,000	Caretaker/Groundsmen	260,301	21,692	21,692	21,692	21,692	21,692	21,692	21,692	21,692	21,692	21,692	21,692	21,692	195,226	260,301
15,000	Fees and Expenses	7,000	583	583	583	583	583	583	583	583	583	583	583	583	5,250	7,000
30,000	Training & Development	7,000	583	583	583	583	583	583	583	583	583	583	583	583	5,250	7,000
<b>840,000</b>	<b>Total Management Costs</b>	<b>684,301</b>	<b>32,025</b>	<b>32,025</b>	<b>62,025</b>	<b>62,025</b>	<b>62,025</b>	<b>62,025</b>	<b>62,025</b>	<b>62,025</b>	<b>62,025</b>	<b>62,025</b>	<b>62,025</b>	<b>62,025</b>	<b>558,226</b>	<b>684,301</b>
	<b>Operating Costs</b>															
10,000	Professional Fees	7,500	625	625	625	625	625	625	625	625	625	625	625	625	5,625	7,500
27,000	Business Services Fees	20,000	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	15,000	20,000
76,000	Marketing, Advertising and Promotions	70,785	5,000	5,000	4,721	6,230	6,230	6,230	6,230	6,230	6,230	6,230	6,230	6,224	56,064	70,785
6,000	Community Engagement	4,000	333	333	333	333	333	333	333	333	333	333	333	333	3,000	4,000
5,000	Subscriptions and Donations	5,000	-	-	-	556	556	556	556	556	556	556	556	556	5,000	5,000
23,985	Contributions to RCA	18,375	875	875	875	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	15,750	18,375
82,000	Heat and Light	70,000	2,000	1,000	2,000	6,500	6,500	6,500	7,500	7,500	7,500	8,500	8,500	6,000	65,000	70,000
26,000	Telephone	20,000	2,000	1,500	1,500	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	15,000	20,000
22,000	Printing, Postages, Stationery	15,000	1,000	500	500	1,450	1,450	1,450	1,450	1,450	1,450	1,450	1,450	1,400	13,000	15,000
36,000	Furniture, Fittings & Equipment	10,000	-	-	-	2,000	-	2,000	-	1,000	2,000	2,000	1,000	-	10,000	10,000
22,000	Credit Card /Bank Charges	16,000	1,000	2,500	1,000	1,000	1,000	1,000	1,000	1,500	1,500	1,500	1,500	1,500	11,500	16,000
12,000	Interest	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3,000	Annual Members Expenditure (badges, trips)	3,000	-	-	-	-	-	-	1,000	1,500	500	-	-	-	3,000	3,000
7,000	Hospitality & Racecourse Visits	3,000	-	-	-	-	500	500	1,000	-	1,000	-	-	-	3,000	3,000
30,499	Harness Racing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
5,000	Events (Catering etc)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>393,484</b>	<b>Total Operating Costs</b>	<b>262,660</b>	<b>14,500</b>	<b>14,000</b>	<b>13,221</b>	<b>23,777</b>	<b>22,277</b>	<b>24,277</b>	<b>24,777</b>	<b>25,777</b>	<b>26,777</b>	<b>26,277</b>	<b>25,277</b>	<b>21,721</b>	<b>220,939</b>	<b>262,660</b>
<b>1,801,984</b>	<b>Total Fixed Expenditure</b>	<b>1,163,776</b>	<b>68,010</b>	<b>62,385</b>	<b>91,606</b>	<b>103,870</b>	<b>102,370</b>	<b>104,370</b>	<b>104,870</b>	<b>105,870</b>	<b>106,870</b>	<b>106,370</b>	<b>105,370</b>	<b>101,814</b>	<b>941,776</b>	<b>1,163,776</b>
	<b>FIXED INCOME</b>															
34,206	Advertising	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
200,000	RMG Media Rights Licence Fee Previous Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
60,192	Betting Shop/Totepool/Britbet	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	Britbet Profit Share	10,000	-	-	-	-	-	-	-	-	-	-	-	10,000	10,000	10,000
35,000	Brewers Supply Discount	10,000	-	-	-	-	-	-	-	-	1,111	3,333	4,444	1,112	10,000	10,000
10,000	Events Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
22,000	Previous Years Adjustment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
8,000	Miscellaneous (hire outs, bookies commissions) ADV RSG	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
28,262	Harness Racing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>397,660</b>	<b>Total Fixed Income</b>	<b>20,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>16</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,111</b>	<b>3,333</b>	<b>4,444</b>	<b>11,112</b>	<b>20,000</b>	<b>20,000</b>

<b>FLAT 2020-21</b>		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	Extras
	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	
<b>2020 DATES</b>		<b>31-Mar</b>	<b>11-Apr</b>	<b>30-Apr</b>	<b>01-May</b>	<b>11-May</b>	<b>06-Jun</b>	<b>01-Jul</b>	<b>21-Jul</b>	<b>31-Jul</b>	<b>07-Aug</b>	<b>21-Aug</b>	<b>26-Aug</b>	<b>04-Sep</b>	<b>12-Sep</b>	<b>27-Sep</b>	<b>12-Oct</b>	
<b>2019 DATES (COMPARABLE)</b>	<b>Total</b>	<b>02-Apr</b>	<b>20-Apr</b>	<b>02-May</b>	<b>03-May</b>	<b>13-May</b>	<b>01-Jun</b>	<b>03-Jul</b>	<b>23-Jul</b>	<b>03-Aug</b>	<b>10-Aug</b>	<b>29-Aug</b>	<b>30-Aug</b>	<b>07-Sep</b>	<b>15-Sep</b>	<b>30-Sep</b>	<b>15-Oct</b>	
<b>Raceday Income</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	
Admissions	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Premier Admissions Package	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Racecards	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Annual Members subscription fees	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Bookmakers' badges	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SIS LBO License Fee Per Race	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RMG Media Rights License Fee	550,000	0	0	0	0	0	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Totepool Commission	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Betting Shop Commission	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Catering Commission	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Corporate Hospitality	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sponsors Contribution	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
HBLB Fixture Incentive Scheme	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
HBLB Integrity Grant (fieldforce/cameras/photo)	138,281	0	0	0	0	0	12,571	12,571	12,571	12,571	12,571	12,571	12,571	12,571	12,571	12,571	12,571	12,571
Share of sale/claims	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RMG Fixture Incentive Scheme	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Raceday Income</b>	<b>688,281</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>	<b>62,571</b>
<b>Raceday Expenditure</b>																		
Premier Admission Package	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Officials (including refreshments)	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Owners & Trainers (catering etc)	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Raceday Staff	5,500	0	0	0	0	0	500	500	500	500	500	500	500	500	500	500	500	500
Maintenance Track and Grounds	44,000	0	0	0	0	0	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Stables & Accommodation	22,000	0	0	0	0	0	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Racecards	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Corp Hosp (Catering/Marquees etc)	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sponsorship (Banners/ BTO)	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Marketing	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Advertising	31,106	0	14,367	0	0	0	16,739	0	0	0	0	0	0	0	0	0	0	0
Police and security	33,000	0	0	0	0	0	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Racetech Starting Stalls	48,180	0	0	0	0	0	4,380	4,380	4,380	4,380	4,380	4,380	4,380	4,380	4,380	4,380	4,380	4,380
Racetech Photofinish/Public Address/Timing	14,575	0	0	0	0	0	1,325	1,325	1,325	1,325	1,325	1,325	1,325	1,325	1,325	1,325	1,325	1,325
Medical / Vets Costs	46,200	0	0	0	0	0	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200
BHA Fixture Licence Fee	51,062	0	0	0	0	0	4,642	4,642	4,642	4,642	4,642	4,642	4,642	4,642	4,642	4,642	4,642	4,642
HBLB Appearance Money Payments	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Fixture Rental Fee	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
BHA Fixture Fees (Field Force etc)	116,677	0	0	0	0	0	10,607	10,607	10,607	10,607	10,607	10,607	10,607	10,607	10,607	10,607	10,607	10,607
Racetech TV coverage (integrity and cctv)	42,658	0	0	0	0	0	3,878	3,878	3,878	3,878	3,878	3,878	3,878	3,878	3,878	3,878	3,878	3,878
Operational Costs (Big Screen etc)	65,000	0	3,200	0	0	0	11,800	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
<b>Total Raceday Expenditure</b>	<b>519,958</b>	<b>0</b>	<b>17,567</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>67,071</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>
<b>Gross Prize Money</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
less	-																	
HBLB General Prize Fund	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Prize Money Grants	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Race Incentive Funding (RIF)	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Entry Fees	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Non-Executive	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost Prize Money to MRC	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Expenditure + Prize Money</b>	<b>519,958</b>	<b>0</b>	<b>17,567</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>67,071</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>	<b>43,532</b>
<b>Raceday Profit/ -loss</b>	<b>168,323</b>	<b>0</b>	<b>-17,567</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-4,500</b>	<b>19,039</b>	<b>19,039</b>	<b>19,039</b>	<b>19,039</b>	<b>19,039</b>	<b>19,039</b>	<b>19,039</b>	<b>19,039</b>	<b>19,039</b>	<b>19,039</b>	<b>19,039</b>
<b>Difference</b>																		

<b>Jump 2020-21</b>		17	18	19	20	21	22	23	24	25	26	27	Extras
	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	<b>Budget</b>	
<b>2020 DATES</b>		<b>04-Nov</b>	<b>23-Nov</b>	<b>07-Dec</b>	<b>21-Dec</b>	<b>01-Jan</b>	<b>TBC</b>	<b>22-Jan</b>	<b>06-Feb</b>	<b>07-Feb</b>	<b>03-Mar</b>	<b>26-Mar</b>	
<b>2019 DATES (COMPARABLE)</b>	<b>Total</b>	<b>06-Nov</b>	<b>25-Nov</b>	<b>09-Dec</b>	<b>02-Dec</b>	<b>01-Jan</b>	<b>03-Jan</b>	<b>17-Jan</b>	<b>01-Feb</b>	<b>02-Feb</b>	<b>26-Feb</b>	<b>21-Mar</b>	
<b>Raceday Income</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	
Admissions	206,400	8,000	5,200	6,400	6,300	115,000	9,000	4,000	25,000	12,000	3,500	12,000	
Premier Admissions Package	10,700	0	0	0	0	8,400	0	0	2,000	300	0	0	
Racecards	12,000	950	450	500	600	4,200	750	450	1,500	1,100	700	800	
Annual Members subscription fees	15,840	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	
Bookmakers' badges	25,790	1,200	1,100	1,500	1,100	7,500	1,550	1,400	4,750	2,590	1,500	1,600	
SIS LBO License Fee Per Race	754,945	65,929	60,880	71,329	67,929	66,054	57,654	57,454	79,329	73,729	65,529	89,129	
RMG Media Right License Fee	344,700	18,385	18,331	18,277	18,223	49,361	24,680	24,680	49,361	49,361	24,680	49,361	
Totepool Commission	0	0	0	0	0	0	0	0	0	0	0	0	
Betting Shop Commission	5,090	340	320	280	300	850	400	330	750	500	380	640	
Catering Commission	30,157	1,020	735	1,000	1,000	14,350	1,145	1,200	3,700	2,500	1,521	1,986	
Corporate Hospitality	86,360	7,535	5,050	6,810	13,500	10,000	3,155	7,110	15,500	8,230	4,470	5,000	
Sponsors Contribution	84,340	0	0	0	1,000	20,000	2,920	0	27,500	25,000	2,920	5,000	
HBLB Fixture Incentive Scheme	53,000	0	0	0	0	0	8,000	20,000	0	15,000	10,000	0	
HBLB Integrity Grant (Fieldforce/cameras/photo)	138,281	12,571	12,571	12,571	12,571	12,571	12,571	12,571	12,571	12,571	12,571	12,571	
Share of sale/claims	0	0	0	0	0	0	0	0	0	0	0	0	
RMG Fixture Incentive Scheme	15,000	0	0	0	10,000	0	5,000	0	0	0	0	0	
<b>Total Raceday Income</b>	<b>1,782,603</b>	<b>117,370</b>	<b>106,077</b>	<b>120,107</b>	<b>133,963</b>	<b>309,726</b>	<b>128,265</b>	<b>130,635</b>	<b>223,401</b>	<b>204,321</b>	<b>129,211</b>	<b>179,527</b>	
<b>Raceday Expenditure</b>													
Premier Admissions Package	3,775	0	0	0	0	2,880	0	0	770	125	0	0	
Officials (including refreshments)	16,250	1,450	1,300	1,300	1,300	1,700	1,500	1,500	1,500	1,500	1,600	1,600	
Owners & Trainers (catering etc)	27,300	2,400	2,400	2,400	2,400	3,000	2,500	2,400	2,500	2,400	2,400	2,400	
Raceday Staff	39,100	3,000	2,900	2,900	2,900	10,000	2,900	2,900	2,900	2,900	2,900	2,900	
Maintenance Track and Grounds	63,200	6,600	6,300	5,400	5,400	8,000	5,000	5,000	5,000	5,000	5,000	6,500	
Stables & Accommodation	41,000	3,500	3,000	3,000	3,000	5,000	3,000	4,100	4,100	4,100	4,100	4,100	
Racecards	32,120	2,700	2,700	2,700	2,700	3,920	3,000	2,800	3,000	3,000	2,800	2,800	
Corp Hosp (Catering/Marquees etc)	41,309	2,307	2,179	1,809	6,250	7,337	2,300	2,665	7,500	3,919	1,585	3,458	
Sponsorship (Banners/ BTO )	14,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	
Marketing	6,450	0	0	0	0	5,800	0	0	650	0	0	0	
Advertising	26,691	170	170	170	170	17,661	170	170	7,620	50	170	170	
Police and security	37,100	2,700	2,600	2,600	2,600	11,000	2,600	2,600	2,600	2,600	2,600	2,600	
Racetech Photofinish/Public Address/Timing	14,855	1,325	1,325	1,325	1,325	1,365	1,365	1,365	1,365	1,365	1,365	1,365	
Medical / Vets Costs	66,900	5,200	5,300	5,300	5,300	14,000	5,300	5,300	5,300	5,300	5,300	5,300	
BHA Fixture Licence Fee	52,085	4,735	4,735	4,735	4,735	4,735	4,735	4,735	4,735	4,735	4,735	4,735	
Fixture Rental Fee	12,500	0	0	0	0	11,250	1,250	0	0	0	0	0	
BHA Fixture Fees ( Field Force etc )	116,677	10,607	10,607	10,607	10,607	10,607	10,607	10,607	10,607	10,607	10,607	10,607	
Racetech TV coverage (integrity and cctv)	47,612	4,203	4,203	4,203	4,203	4,400	4,400	4,400	4,400	4,400	4,400	4,400	
Operational Costs ( Big Screen etc)	111,785	3,575	3,375	3,575	3,375	71,555	3,375	3,375	6,415	6,215	3,375	3,575	
<b>Total Raceday Expenditure</b>	<b>771,009</b>	<b>55,772</b>	<b>54,394</b>	<b>53,324</b>	<b>57,565</b>	<b>195,510</b>	<b>55,302</b>	<b>55,217</b>	<b>72,262</b>	<b>59,616</b>	<b>54,237</b>	<b>57,810</b>	
<b>Gross Prize Money</b>	<b>788,000</b>	<b>43,000</b>	<b>36,000</b>	<b>58,000</b>	<b>40,200</b>	<b>85,000</b>	<b>35,400</b>	<b>38,600</b>	<b>137,000</b>	<b>120,000</b>	<b>41,200</b>	<b>153,600</b>	
less													
HBLB General Prize Fund	276,599	14,499	14,499	21,748	18,123	36,899	13,556	14,100	46,577	40,415	15,586	40,597	
Prize Money Grants (e.g. Lead Fixture Payments)	5,000	0	0	0	0	0	0	0	0	5,000	0	0	
Race Incentive Funding (RIF)	133,400	2,400	2,000	10,000	2,400	7,100	2,000	1,600	9,900	12,800	2,400	80,800	
HBLB Winter Jump Payment	0	0	0	0	0	0	0	0	0	0	0	0	
Entry Fees	49,700	3,000	3,000	3,000	3,000	6,700	2,000	2,000	10,000	6,000	3,000	8,000	
Total Non-Executive	464,699	19,899	19,499	34,748	23,523	50,699	17,556	17,700	66,477	64,215	20,986	129,397	
Cost Prize Money to MRC (C-D)	323,301	23,101	16,501	23,252	16,677	34,301	17,844	20,900	70,523	55,785	20,214	24,203	
<b>Expenditure plus Prize Money</b>	<b>1,094,310</b>	<b>78,873</b>	<b>70,895</b>	<b>76,576</b>	<b>74,242</b>	<b>229,811</b>	<b>73,146</b>	<b>76,117</b>	<b>142,785</b>	<b>115,401</b>	<b>74,451</b>	<b>82,013</b>	
<b>Raceday Profit/ (loss)</b>	<b>688,293</b>	<b>38,497</b>	<b>35,182</b>	<b>43,531</b>	<b>59,721</b>	<b>79,915</b>	<b>55,119</b>	<b>54,518</b>	<b>80,616</b>	<b>88,920</b>	<b>54,760</b>	<b>97,514</b>	
<b>Difference</b>													

# MUSSELBURGH RACING ASSOCIATED COMMITTEE

## ESTIMATE CLOSING BALANCE SHEET/RESERVE POSITION

		Previous Year	Current Year
	Actual 31/3/2019	Forecast 31/3/2020	Budget 31/3/2021
<b>Surplus/Deficit at Start of Year (1st April)</b>	<b>£187,317</b>	<b>-£149,600</b>	<b>£94,780</b>
<b>Add Profit/Loss for Year</b>	£46,947	£293,286	-£287,160
<b>Less Capital Expenditure</b>	£31,558	£20,746	£0
Cash inflow/outflow	£15,389	£272,540	-£287,160
<b>Surplus/Deficit at Year End before exceptional costs</b>	<b>£202,706</b>	<b>£122,940</b>	<b>-£192,380</b>
<b>Less Exceptional Costs - Tender Process and Legal Fees</b>	£352,306	£28,160	£0
<b>Surplus/Deficit on 31st March</b>	<b>-£149,600</b>	<b>£94,780</b>	<b>-£192,380</b>
<b>Add Value of Plant, Machinery &amp; Vehicles</b>	£0	£0	£150,000
<b>Add Investment in Britbet</b>		£0	£74,462
<b>Add Transfer of Assets from MRAC to ELC</b>	£0	£0	£0
<b>Balance Sheet Position at Year End</b>	<b>-£149,600</b>	<b>£94,780</b>	<b>£32,082</b>

<b>Musselburgh Racecourse Summary Capex 2010-2019</b>													
<b>PROJECT</b>	<b>Total</b>	<b>Value Remaining</b>	<b>Current Value</b>	<b>Year to 31/3/2019</b>	<b>Year to 31/3/2018</b>	<b>Year to 31/3/2017</b>	<b>Year to 31/3/2016</b>	<b>Year to 31/3/2015</b>	<b>Year to 31/3/2014</b>	<b>Year to 31/3/2013</b>	<b>Year to 31/3/2012</b>	<b>Year to 31/3/2011</b>	<b>Year to 31/3/2010</b>
<b>Buildings</b>													
Refurbishment of Grandstand Toilets	£72,088	20%	£14,418							£30,160		£41,928	
Grandstand Security CCTV	£7,598	0%	£0									£7,598	
Owners Trainers Semi permanent Marquee	£169,363	50%	£84,682						£6,266	£162,140	£957		
Convert Pinkie Café to a Bar	£35,480	50%	£17,740			£35,480							
Upgrade Grandstand Fire Alarm	£16,000	50%	£8,000				£16,000						
Refurbish Links Cafe	£44,237	50%	£22,119			£25,581				£18,656			
Replace Grandstand Window frames	£11,477	0%	£0									£11,477	
Upgrade TVs	£23,541	0%	£0							£2,353	£21,188		
New Presentation Canopy	£14,170	50%	£7,085								£14,170		
Catering Facilities Upgrade Bistro & pinkies, Tills Bars Kitchens	£156,477	50%	£78,239				£17,142	£105,457	£19,405	£14,473			
Signage	£57,435	50%	£28,718					£57,435					
Racecourse Capex	£142,612	30%	£42,784										£142,612
<b>Grounds</b>			£0										
Landscaping Various	£174,973	70%	£122,481	£29,718			£26,074	£72,839	£4,476			£27,558	£14,308
<b>Racetrack</b>													
Artificial surface - winning post bend	£134,565	70%	£94,196							£134,565			
Camber Winning Post Bend + Impts to Parade Ring	£177,103	70%	£123,972				£173,353	£3,750					
Upgrade O & T Entrance & disabled Car Park,	£102,668	70%	£71,868			£101,860	£808						
Upgrade Irrigation System (pumps etc)	£180,295	70%	£126,207	£2,890			£30,839	£750		£7,166	£115,408	£23,242	
Re-locate racetech	£145,090	70%	£101,563			£22,933	£53,257	£68,900					
Tarmac Access Road	£104,300	70%	£73,010					£7,133	£81,064				£16,103
Running Rail Crowd Barrier	£28,473	50%	£14,237						£28,473				
<b>Office</b>													
Upgrade website and ticketing system IT Equipment	£92,694	40%	£37,078		£45,529			£47,165					
<b>Extras</b>													
Racecard Unit	£5,800	70%	£4,060	£5,800									
Stables Fence and Tarmac	£42,790	70%	£29,953								£42,790		
Permanent Signage A1	£24,994	70%	£17,496								£24,994		
Electronic Number Board - Parade Ring	£43,230	50%	£21,615					£30,546	£12,684				
02 WIFI	£47,152	0%	£0			£4,337	£42,815						
<b>TOTAL</b>	<b>£2,054,605</b>		<b>£1,141,516</b>	<b>£38,408</b>	<b>£45,529</b>	<b>£190,191</b>	<b>£360,288</b>	<b>£393,975</b>	<b>£152,368</b>	<b>£369,513</b>	<b>£219,507</b>	<b>£111,803</b>	<b>£173,023</b>

Dear Mr FitzPatrick,

### Appendix 3

We are getting in touch as the respective MP's for four of Scotland's five racecourses (Ayr, Hamilton Park, Musselburgh and Perth) to ask for your support for Scotland's second largest sport, thoroughbred horseracing – worth **£300 million** annually to the Scottish economy – during this difficult time for the country, and call for a resumption of racing activity in Scotland when it is safe to do so.

In more ordinary times, the racecourses that we represent are key economic assets within our respective constituencies and provide a premium leisure activity enjoyed by hundreds of thousands of Scots per year. Indeed across 5 racecourses, 24 trainers and a number of breeding operations and ancillary industries, the Scottish racing industry supports 3,400 FTE jobs in Scotland making it one of the largest rural employers in Scotland. However, due to the pandemic, many of these businesses are facing real economic uncertainty and severe constraints on their income.

Last month, a decision was taken by the British Horseracing Authority (BHA), the governing and regulatory body for the sport, to suspend racing indefinitely in Britain in order to protect the NHS and save lives. Since then the industry has been engaging with your parliamentary colleagues on the economic challenges that the thoroughbred racing industry has faced during the outbreak, and submitted detailed plans to the Scottish government around further financial support it could require during the pandemic. Nonetheless, the threat of hardship and job losses within Scottish racing remains if there are further delays to racing's return.

We understand representatives of Scottish horseracing have been engaged in positive discussions with your department about the return of sport in Scotland, and the BHA has also been involved with similar talks with the UK Sport Minister. Within these settings, we understand that racing has outlined well-developed, risk-managed proposals for a return to racing behind closed doors, that are in line with the Scottish Government's "Covid-19 Framework for Decision Making" document. Having already held a behind closed doors race meeting at Kelso on the 16<sup>th</sup> March, the industry has demonstrated it is able to safely run such a meeting.

Racing also finds itself in a unique position compared to other Scottish sports in that our equine athletes, cherished so highly by those in the industry, have remained in training during the pandemic and will therefore be able to come back on shorter notice than the human athletes in other sports.

When it is safe to do so, a return to racing is the best way of getting the economic cogs of the industry turning once more, and kickstart the benefits to the Scottish economy that horseracing brings, even in a behind closed doors environment. Therefore, we ask that you please accelerate your talks with Scottish racing to ensure that a risk managed return can take place as soon as possible and that a return to racing behind closed doors in Scotland does not get unduly delayed compared to the rest of the United Kingdom.

Kind regards,

**Kenny MacAskill MP, Allan Dorans MP, Angela Crawley MP, Pete Wishart MP**